

THE CHEMIST AND DRUGGIST

A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

*The official organ of The Pharmaceutical Society of Ireland,
The Pharmaceutical Society of Northern Ireland,
The Chemists' and Druggists' Society of Ireland, and of
other Chemists' Societies in Overseas Dominions*

PUBLISHED AT
28 ESSEX STREET, STRAND, LONDON, W.C.2

Telegrams: "Chemicus, Estrand, London"

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MARCH 2, 1935

VOL. 122. NO 2873

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News of the Week

Crude Drugs Exempted from Import Duty

We have received the following communication from the Import Duties Advisory Committee, accompanied by the Treasury Order adding the undermentioned crude drugs to the Free List, under the Import Duties Act, 1932, as from March 1, 1935.

SIR,—I am directed by the Import Duties Advisory Committee to refer to previous correspondence and the attendance of a deputation at this Office on the 15th instant, regarding the application for the addition to the Free List of certain raw materials for drugs, and to inform you that on the recommendation of the Committee, the Treasury have now made the Order described in the enclosed Press Notice.

As regards calabar beans, cummin fruit and aniseed, representations have been made to the Committee that there are suitable supplies of these materials which may be imported free of duty from Empire sources, and on the information at present before them they do not propose to take any action in regard to these items.

With regard to chamomile flowers, which were also included in the application, I am to say that the Committee have given careful consideration, in the light of representations made, to the question of the addition of these goods to the Free List, but they do not see their way to make any recommendation.

I am, Sir,

Your obedient Servant,

PERCY ASHLEY.

The Import Duties (Exemptions) (No. 4) Order, 1935, issued by the Treasury on the recommendation of the Import Duties Advisory Committee provides for the addition to the Free List as from March 1, 1935, of the following raw materials mainly required in the manufacture of drugs and medicinal preparations.

Aloes; balsam of tolu; cassia pods and pulp; cochineal; damiana leaves; digitalis leaves and seeds, ergot of rye; ephedra stems and branches; gentian root; henbane (hyoscyamus muticus) leaves, stems and roots; henna leaves; hydrastis rhizomes; ipomoea (orizaba jalap) root; jaborandi leaves; jalap root; leptandra root; liquorice root; lobelia; orris root; podophyllum and Indian podophyllum rhizomes; quillaia bark; saffron (crocus sativus) stigmas and styles; sarsaparilla root; scammony root; senna leaves and pods; slippery elm bark; squills, stramonium leaves; tonquin beans; uva ursi (bearberry) leaves; valerian root; witch hazel (hamamelis) bark and leaves.

The Committee state that in a few cases there is some production either in the United Kingdom or within the Empire, but foreign supplies are necessary to meet the demands of the United Kingdom manufacturers, and they are satisfied that the removal of the duty on these articles will assist the industry engaged in their preparation and the export trade of the drug manufacturers.

Oxalic Acid Re-exempted

The Treasury have made an Order under Section 10 (5) of the Finance Act, 1926, continuing the exemption of OXALIC ACID from Key Industry Duty till December 31, 1935. Note: The previous exemption was due to expire on March 31, 1935.

Blackpool

Members of the Blackpool Branch of the Pharmaceutical Society and their friends, to the number of 175, were present at the second social of the season at the Clifton Hotel, Blackpool, on February 13. The evening opened with a whist drive, with Messrs. J. Cardwell and J. P. Sidebottom acting as M.C.s. Dinner followed, and the only toasts were the loyal toast, proposed by Mr. H. Hall (president), and "The Ladies and

Visitors," moved by Mr. T. A. Durkin and responded to by Mr. F. G. Wells (a member of the Society's Council). Dancing continued until the early hours, Mr. S. C. Coope being in



Front Row (left to right): Mrs. C. E. Eccles, Mr. C. Cornforth, Mrs. Wells, Mr. H. Hall (president), Mrs. Hall, Mrs. J. P. Sidebottom, Mr. A. Sidebottom (secretary)
Back Row (left to right): Mr. C. E. Eccles, Mr. J. F. Blackhurst, Mr. T. A. Durkin, Mrs. Durkin, Mr. S. C. Coope, Mr. F. G. Wells, Mr. J. P. Sidebottom, Mrs. Cardwell, Mr. J. Cardwell

charge. The following evening the members turned from social to business matters to hear Mr. Wells give an address at the Queen's Hydro on the work of the Society's Council. Mr. Wells reviewed the work of the committees of the Council, and at the close was thanked by Mr. J. W. Huddart and Mr. S. C. Coope. Mr. H. Hall was in the chair.

Bolton

Bolton and district chemists and their friends developed unexpected talent when they foregathered on February 20 for a dinner and social evening. The secretary (Mr. R. J. Dunne) set the pace by composing a menu and programme of a humorous nature. The artists, all local chemists, apprentices and friends, provided an excellent entertainment which was enjoyed as much as the dinner with which the evening's proceedings were begun. Among those present were the Bolton medical officer of health (Dr. R. M. Galloway) and Mrs. Galloway, Mr. L. Oley (chairman), Mr. R. R. Fletcher (vice-chairman), Mr. R. J. Dunne (secretary), members of the committee and about seventy other guests.

Chester

At the annual meeting of the Chester and District Branch of the Pharmaceutical Society the following officers were elected:—*President*, Mr. H. W. Wallis; *Vice-President*, Mr.

H. Fishwick; *Secretary*, Mr. J. Williams. Mr. R. Randall Roberts, the retiring president, gave an interesting *résumé* of Chester pharmacy from the time of his father, who opened in business in the city in 1869. Remarking on the great change which has come about recently in pharmacy, Mr. Roberts said there has not yet been time to realise fully its effects. The members were aware of the speech recently made by Mr. F. Gladstone Hines at a meeting of the Council. Whether or not in agreement with Mr. Hines, they must admire his courage and respect him for standing alone and speaking as he did. Mr. Hines, as a former president of the Society, was in possession of knowledge which the average member could not obtain. This was one of Mr. Roberts's criticisms of the Society, that the ordinary members and branches could not get into very close touch with the Society. A closer and more effective co-operation was necessary. The provinces seemed to have to take what was given them, with the assurance that all was well with the ranks of pharmacy. Dealing with the question of the new building, he thought the present building certainly inadequate and unworthy of the profession. Mr. Roberts said that the answer as to whether chemists could maintain a creditable professional status was to be found in the chemists' shops throughout the United Kingdom. Chemists had been forced to put pharmacy in the background. In conclusion, he drew attention to a statement of Mr. Hines, a reference to the number of those who, through lack of means to pay the necessary fees, had been struck off the Register. A student thanked the retiring president on behalf of his fellow students and himself. A vote of thanks was also given to Mr. Dutton for his services.—At the annual meeting of the Chester Branch of the N.P.U. the following officers were elected:—*President*, Mr. H. W. Wallis; *Vice-President*, Mr. J. Veitch; *Treasurer*, Mr. J. D. Clarke; *Secretary*, Mr. John Williams.

Halifax

The annual dinner of the Halifax and District Branch of the Pharmaceutical Society was held on February 21, when the large assembly was presided over by Mr. F. H. Swire. The chief guests were Mr. John Keall (president of the Pharmaceutical Society), Mr. W. H. Fysh (president of Bradford and District Branch), Mr. J. H. Gough (president of Leeds and District Branch), Mr. G. A. N. Hirst (director of Hirst, Brooke & Hirst, Ltd.), Dr. Roe (medical officer of health for Halifax), Messrs. R. Popplewell, C. Nunn, and J. Fletcher (Halifax Insurance Committee), and Mr. W. R. Roberts (Preston), recently secretary of the Halifax Branch. Mr. H. K. Woodward, proposing the toast of "The Pharmaceutical Society," said that this was the first occasion on which they had been honoured by the visit of a president, and they extended to him a hearty welcome. He did not think that anyone present made more than cigarette money out of his sales of poisons. His impression was that their members in the aggregate were



MEMBERS OF THE BOLTON BRANCH OF THE PHARMACEUTICAL SOCIETY AT THE DINNER ON FEBRUARY 20

Front row (right to left): Mr. R. J. Dunne, Mrs. Galloway, Dr. R. M. Galloway (medical officer of health), Mr. L. Oley (chairman), Mr. R. R. Fletcher (vice-chairman) and three members of the Committee.

so small and so scattered that their voting power was of no consequence. It was only voting power that had any influence in obtaining justice from the Government. This year, in all probability, the remainder of the Pharmacy and Poisons Act would come into force. Personally, he had not seen any good points about it. The Society had been called to book for not doing anything with regard to the restriction of apprentices, but he thought they had done something now which would put a stop to chemists taking apprentices at all. There would, however, be a reckoning, because the Society would lose its registration fees, which was rather a serious matter, as finance was not the Society's strong point. He understood they had a great scheme for building a beautiful palace in Brunswick Square, and he hoped it would not develop in a few years' time into a mausoleum. Dealing with the crossing off the Register of chemists for not paying the retention fee, Mr. Woodward claimed that the Society had no moral right to strike them off. If they had a right to the retention fee, which he did not dispute, there should be two Registers, one of qualified chemists and one of members. Mr. Keall, responding, said he appreciated frank criticism and he was perfectly satisfied with the manner and method of the criticism offered by the proposer of the toast. From the Society's point of view there was a very important point involved in the question of the certificates. He had been nearly twenty-one years on the Council and he thought they had to face up to the question that there should be only one certificate, a certificate of membership of the Society. Mr. Keall hoped the idea that the Society was contemplating having a palace would be dissipated as soon as possible. On behalf of the Branch, Mr. Keall presented a cheque to Mr. Roberts in recognition of his services as secretary. Councillor L. Chambers, proposing "Kindred Associations," said they had made progress by discovering the truth that they could do things by working in co-operation which they could not do individually. Mr. W. H. Fysh responded, and supported the appeal for loyalty to the Council. Mr. P. W. Swire proposed "The Visitors," and, in reply, Mr. G. A. N. Hirst said he complimented them for demonstrating the desire to accept fully the co-operation of the recognised wholesaler in the difficult tasks that are facing and will continue to face the outlook and future of pharmacy. He used the terms "recognised" and "genuine wholesaler," and did not fear that they would fail to understand him, but there were a lot of other persons and firms who called themselves wholesalers, but by no extent of imagination could they be called either "recognised" or "genuine" within the meaning of those terms as accepted by them. Should they not face the fact that the chemist retailer can no more get rid of the wholesaler than the wholesaler can overlook the market provided by the chemist retailer? Delightful entertainment was provided by Messrs. K. G. Dixon, G. Armitage, W. Hebden, J. Hampson, Graham Adams and W. R. Beaumont.

Leeds

Another successful whist drive and dance was held by the Leeds and District Benevolent Fund Committee on February 20. The ballroom was comfortably crowded, and the lounges had not been so well filled with pharmacists and their ladies since the 1934 Conference. The guests, numbering 230, were received by Mr. J. H. Gough, Mrs. Gough being unable to be present. The arrangements for whist were in charge of Mr. W. Eaddie, and the dance M.C.s were Mr. Harold Haw and Mr. T. Heseltine. Messrs. Buckley, Burns, Shooter and Roberts put in a lot of time as stewards. During supper the whist prizes were presented by Mrs. G. C. Crummack as follows:—*Ladies*, Mesdames Morris, Worthey and Rea. *Gentlemen*, Messrs. Peters, Walkden and Page. There is a suggestion for a similar function to be held in May.

Ipswich

A meeting of the Ipswich and District Branch of the Pharmaceutical Society was held on February 11, at which Dr. John Campbell (biologist to Cow & Gate, Ltd.) gave a lecture on the manufacture of roller milk powder. Two films of the processes were shown, and these were followed by films showing digestion and circulation.

Miss L. M. Humfress, who has been secretary of the Ipswich and District Branch of the Pharmaceutical Society for some years, has resigned from the office as she is shortly leaving

the town. We reproduce a striking photograph taken in Lavenham Church, Suffolk, by Miss Humfress. In the original,



measuring $8\frac{1}{2}$ in. by $6\frac{1}{2}$ in., the shadow cast by the door is more clearly seen.

Liverpool

Liverpool Chamber of Commerce passed, on February 26, a resolution welcoming the recent trade arrangement between the United Kingdom and the Irish Free State. The resolution was seconded by Mr. T. Edward Lescher (chairman of the General Trade Committee).

An interesting lecture on "Aspects of a Biological Laboratory," illustrated by films and lantern slides, was given before members of the Liverpool Chemists' Association on February 13 by Mr. H. Gartside, B.Sc. (Evans' Biological Institute). The lecturer dealt with the methods used in the preparation and standardisation of biological products. The president (Mr. G. L. Clubb) was in the chair.

London

As a result of the match played between London College of Pharmacy and Brussels University pharmacy students last year, the London College A.F.C. are to play another match on the Continent. A game against the combined team of the Lycée Corneille and the École Normale de Rouen will be played at the F.C. Rouennais Stadium on March 8. A party of twenty will leave London on March 7, and will return on the following Sunday. The London team will be at full strength. Any old students or those interested in the match should get in touch with the secretary of association football at the London College as soon as possible.

A meeting of the Guild of Public Pharmacists was held on February 20, the president (Mr. H. Davis) in the chair. There was a large attendance to hear Mr. Archer Ryland, F.R.C.S., give a lecture entitled "Adventures in the Throat and Gullet." The lecturer illustrated his remarks with the epidiascope, and gave a most interesting paper on various objects swallowed accidentally or intentionally. A survey of feats of "sword swallowers," followed by a description of the surgical technique required to remove objects swallowed, proved of great interest. The vote of thanks to Mr. Archer Ryland was proposed by Mr. C. H. Sykes and seconded by Mr. F. E. Bullen.

The annual banquet of the Royal Warrant Holders Association was held on February 20 at the Connaught Rooms and was presided over by Sir Duncan Watson. The principal guest was the Duke of York. Among those associated with the drug

trade who were present were the following:—Viscount Leverhulme, the Duke of Atholl, Mr. O. P. Horlick, Mr. E. T. Nethercoat, C.B.E. (Savory & Moore, Ltd.), Major Wigginton and Mr. H. W. Pring (Joseph Crosfield & Son, Ltd.), Mr. W. R. Collins and Mr. J. C. White (D. & W. Gibbs, Ltd.), Mr. A. W. Adams (A. & F. Pears, Ltd.), Mr. F. Davies (Erasmic Co., Ltd.), Mr. F. A. Lawman (Vinolia Co., Ltd.), Mr. T. Blundell Brown (Jeyes' Sanitary Compound Co., Ltd.), Mr. W. T. W. Idris, Mr. H. W. Idris, Mr. Wallace Heaton, Mr. W. Bothwell (E. Rimmel, Ltd.), Mr. W. Powell Bowman and Mr. H. R. Davies (Goodall, Backhouse & Co., Ltd.), Mr. H. Squire (Squire & Sons, Ltd.), Mr. S. H. Harris (J. & J. Colman, Ltd.), Mr. A. R. Arrowsmith (Apollinaris Co., Ltd.), Mr. H. J. Baker and Mr. J. J. Blackie (Duncan, Flockhart & Co.).

The thirty-third annual dinner and dance of C. J. Hewlett & Son, Ltd., was held on February 23 at the Abercorn Rooms, Bishopsgate, E.C.2. As usual the function was well attended, nearly 100 members of the staff and friends being present. Mr. E. J. Millard (managing director) was chairman and Mr. Vivian C. Hewlett (chairman of directors) was vice-chairman. The toast of "The Firm" was proposed by Mr. E. D. Allman, one of the representatives, in an interesting and effective speech, in which he paid a tribute to the energy and ability of the directors, and emphasised the high esteem in which the company's preparations were held all over the country. Mr. Millard, in reply, described the progress made by the business during the past twelve months both at home and in the export trade. Mr. Vivian C. Hewlett also replied. He proposed the health of the committee, to which Mr. A. J. Upton (secretary) suitably responded. The speeches were interspersed with songs by Miss Flora Clark (soprano) and humorous items by Dick Dunford (comedian), Billy Fordham and Bert Herbert (entertainers). The floor was then cleared, and dancing concluded an enjoyable evening.

The annual social and dance given to the students of the South of England College of Pharmacy by the principal (Mr. H. Lucas, Ph.C., F.C.S.) was held on February 15. About 200 guests were present, and the evening was highly successful. The evening commenced with dancing, and at 9 p.m. supper was served. A novel form of entertainment—a "world broadcast on matters pharmaceutical," performed by students of the College in a studio in another part of the building—was relayed by loud speakers to the supper room. The "broadcast" was written and produced by Mr. R. Ferrier, a member of the College staff, who also acted as *compère*. It depicted as a humorous fantasy that might happen in various pharmacies in different parts of the world. After supper Mr. C. Kemplay, on behalf of the staff, made a speech of welcome to all old students and friends who were present, and thanked all those who were contributing to the entertainment of the evening. He proposed a vote of thanks to Mr. Lucas, which was seconded by Mr. R. Gregory on behalf of the students. Mr. Gregory presented Mr. Lucas with an electric timepiece from the students as a mark of esteem and respect. Mr. Lucas, in replying, thanked the students for kind thoughts expressed and the beautiful token they had presented him with. He said he had enjoyed the work of the year so far, and hoped, given health and strength, to continue many years more. Afterwards the Welsh choir rendered several items and the guests joined in community singing. Mr. C. Beaven was M.C.

Manchester

The late Sir William Cundiff, a former Lord Mayor of Manchester, whose death at the age of seventy-three is announced, was a director of Baker & Co. (Manchester), Ltd., chemical manufacturers, and other companies.

The annual dinner and dance of the Junior Branch of the Salford Pharmaceutical Association was held at the State Café, Manchester, on February 20. Mr. R. B. Maskell presided at the dinner, at which over seventy members were present. It is an unwritten law that there shall be no speeches at this function, so Mr. Maskell confined his few remarks to welcoming the guests and wishing them a happy evening.

Newport

The annual dinner and dance of the Newport and Monmouthshire Chemists' Association and Branch of the Pharmaceutical Society was held at the King's Head Hotel, Newport, on February 7. The chair was taken by the president, Mr. C. C.

Giles. The guests of the evening were the Mayor and Mayoress of Newport (Councillor W. F. E. Smith and Mrs. Smith), Mr. John Keall (president of the Pharmaceutical Society), Mr. Thomas Marns (a member of the Society's Council), Dr. F. W. Robertson (president of the Newport Medical Society), Mr. Ivor L. Phillips (secretary of the Newport Insurance Committee) and Mr. Trevor Thomas (president of the Cardiff and District Pharmacists' Association). In addition, the company included local chemists and their wives, representatives of the medical and dental professions, representatives of the wholesale trade, and chemists from Cardiff and Swansea. The president welcomed the Mayor and Mayoress, and the Mayor returned thanks. In toasting "The Pharmaceutical Society of Great Britain," Mr. Giles said that what chemists needed to-day was a more aggressive pharmaceutical policy. He suggested the formation of a body with this basic principle, consisting of an equal number of company and private chemists, with a chairman, to dictate that policy. Mr. Giles, after mentioning the work done by Mr. J. D. Jenkins of Cardiff for the Benevolent Fund, handed Mr. Keall a cheque for £23 from the Newport and Monmouthshire Branch. In his reply Mr. Keall thanked the Branch for their contribution to the Benevolent Fund. Mr. Keall then touched on the work of the Society and the passing of the Pharmacy and Poisons Act. The toast of "The Visitors" was submitted in a humorous speech by Mr. Jared Edwards. Dr. F. W. Robertson replied. Mr. Marns submitted the toast of "The Newport and Monmouthshire Branch of the Pharmaceutical Society."

Portsmouth

A dance under the auspices of the Ladies' Committee was held at the Queen's Hotel, Southsea, on February 20, at which nearly 100 were present. Dancing was indulged in from 8.30 p.m. to 1 a.m. to the strains of Skelton's orchestra. The activities of the Ladies' Committee for the conduct of social events have been reorganised. Mrs. W. S. B. Murray is the president and she is assisted by Mesdames Atterbury, Dorling, Egerton, Goddard, Johnson, Mecoy, Twyman, Sadler, with Miss M. Atterbury as secretary. They are to be congratulated upon their first effort, which was voted an enjoyable and successful function.

The second meeting of the winter session of the Portsmouth and District Branch of the Pharmaceutical Society was held on February 20, when an address was given by Mr. H. Gartside (Evans' Biological Institute) on "Biological Products and Their Standardisation." Mr. Gartside dealt exhaustively with the biological standardisation of digitalis and pituitary gland, illustrating his address by means of lantern slides. By means of a film the lecturer showed the preparation and standardisation of diphtheria antitoxin. A vote of thanks to the lecturer was proposed by the vice-chairman and seconded by Mr. H. A. Mecoy.

Sheffield

A meeting of the Sheffield and District Branch of the Pharmaceutical Society was held recently, Mr. T. H. Culverhouse (president) in the chair. In thanking Mr. Ernest Preston, the immediate past-president, for his kind and thoughtful gift of a badge of office, the president said he was sure the future presidents of the Branch would wear such a beautiful badge with pride. There was a large attendance of members from Sheffield and district to hear a lecture on "The Romance of Perfumes" by Mr. W. Deacon (a member of the Society's Council). Mr. Deacon gave an interesting account of the harvesting of roses, jasmin, jonquil, violets, mimosa and orange flowers. Mr. E. Preston proposed a vote of thanks to Mr. Deacon.

A general meeting of the Sheffield Branch of the National Pharmaceutical Union was held on February 25. Mr. C. W. Hobson, member of the Executive, presided. A letter was read from the Plymouth Branch of the Executive of the N.P.U. describing the "Out of Friends" scheme (see *C. & D.*, February 9, p. 145); and after the details had been explained by the chairman and discussion had followed, it was decided to circularise the members of the Branch asking for their opinions. The chairman outlined the Clearing House scheme, which he claimed had been quite successful. It was decided to ask the Executive Committee if it was not possible to have a second clearing at the end of each month. It was unanimously decided to support Mr. C. W. Hobson at the forth-

coming election of the N.P.U. Executive Committee, and a special committee (Messrs. Crowe, Gilbert, Kirman, E. Preston and Thompson) was appointed to act on his behalf.

Miscellaneous

IDEAL HOME EXHIBITION.—The nineteenth "Daily Mail" Ideal Home Exhibition will be held at Olympia, London, W.14, on March 26-April 18 inclusive. Several novel features are promised.

POISON-LICENCE APPLICATION.—Mr. L. Woodman, trading as Frank T. Woodman & Sons, ironmongers, Tounbridge, has applied to the Kent County Council for a licence to sell agricultural and horticultural poisons.

SUPPER-DANCE.—The annual supper-dance of the Reigate, Redhill and District Pharmacists' Association was held on February 6, when over sixty members and friends spent an enjoyable evening. Numerous prizes were offered for special dances.

"RATIONALISATION" OF RETAIL TRADE.—The formation of a retail research Council was advocated at a meeting of the Incorporated Sales Managers' Association on February 21 by Mr. Ronald Small in an address on "Distribution Difficulties." Mr. Small further suggested that enterprising private traders should be helped to form a group of "self-help chains" through which they would be enabled to buy on the same terms as multiple shop combines, and to advertise jointly, while retaining their individuality and independent ownership and control.

Irish Notes

Pharmaceutical Society of Ireland

The Calendar of the Pharmaceutical Society of Ireland for 1935, which has just been issued, has several innovations, which render the volume a valuable book of reference. The legislative changes, and new regulations made by the Society during 1934, are included in the book, with the text of the Saorstát Dangerous Drugs Act, 1934. The practice formerly followed of giving separate lists of pharmaceutical chemists and members of the Society is changed to the more convenient form of giving one complete list of pharmacists on the Register, and indicating those who are members, or life members of the Society, by the letters M or LM in the margin. In all cases the registration number of pharmacists, assistants and registered druggists is now given for the first time in the Calendar. The new Calendar is a highly creditable and well-presented official publication.

Ulster Retail Drug Trade Association

The monthly meeting of the Executive Committee of the Ulster Retail Drug Trade Association was held on February 14. Mr. James Dundee (president) in the chair. Before proceeding to business the president, on his own behalf and also on behalf of the Committee, expressed the real pleasure of all that Mr. W. Martin, immediate past-president, had regained his health sufficiently to be able to attend the meeting. Mr. Martin replied. The president also congratulated the secretary on his recovery from his illness, and the secretary replied. Mr. Shinner raised the matter of the recent free-gift offer by the manufacturers of Radox. He had written pointing out that their Association had passed a resolution condemning the whole practice of free-gift offers, which resolution was adopted by their local Chamber of Trade and eventually by the National Chamber of Trade, and a copy of the resolution was sent to the P.A.T.A.. The Committee expressed high appreciation of Mr. Shinner's action, and the secretary was directed to write to the manufacturers in question endorsing Mr. Shinner's attitude and reasserting the very definite opposition and condemnation of their Association to such schemes. Mr. W. C. Tate, their representative to the Ulster Tourist Development Association, paid an eloquent tribute to the late Mr. R. Baillie, chairman of that association, whose death had occurred recently. He proposed a resolution of sympathy be forwarded to the Ulster Tourist Development Association and the relatives of the late Mr. Baillie. Mr. Hardy, in seconding, associated himself with Mr. Tate in appreciation of the engaging personality and admirable qualities of Mr. Baillie. The resolution was passed in appropriate manner. Instances of price cutting in several country towns were men-

tioned, and the president, Mr. McGregor, Mr. Hardy and Mr. Rankin were appointed as a subcommittee to visit these towns and endeavour to adjust the matter satisfactorily.

Irish Golfers' Smoking Concert

The Irish Chemists' Golfing Society started the season in thorough fashion with a well-organised smoking concert, held at Wynn's Hotel, Dublin, on February 21. From start to finish the concert was an enjoyable social reunion. There was a good attendance, close upon 150 chemists filling the concert room. The provinces were well represented, while Dublin and district was to the fore. Mr. Phil Ryan, this year's popular captain, travelled from Boyle to be present at this inaugural function. Then there was Mr. P. D. Larkin and Mr. L. J. Healy from Drogheda. Meath was represented by Mr. James F. O'Hara, who came from Trim. Mr. T. P. Toher travelled from Sligo, and another notable pharmacist from Connaught was Mr. George Hewson. The manufacturing and wholesale interests were well represented. Mr. A. D. Davidson (director), Mr. R. White and Mr. M. Maguire came from May, Roberts & Co., Ltd. Irish Pharmaceuticals, Ltd., were represented by Mr. S. T. McAuley (managing director), Mr. B. McNamara and Mr. P. Condron. Evans Sons Lescher and Webb (Ireland), Ltd., were represented by Mr. W. Rowland Such (managing director), Mr. T. J. Moran (director) and Mr.



A SECTION OF THE LARGE GATHERING AT THE SMOKING CONCERT RUN BY THE IRISH CHEMISTS' GOLFING SOCIETY

In the group are Messrs. P. D. Larkin, J. O'Reilly, A. D. Davidson, B. Smith, Eric Massey, P. A. Brady, G. O'Neill, E. MacManus, C. J. Hall and M. Maguire

C. J. Hall. Mr. Simon Carroll and Mr. Blackwell came from Boileau and Boyd, Ltd. Mr. J. Fyffe (Wilcox Jozeau & Co. (Foreign Chemists), Ltd.); and Mr. A. Hughes (A. de St. Dalmás & Co., Ltd.) were also noticed. The pharmacists present included Messrs. P. C. Cahill, M.C.P.S.I., M. J. Parkes, M.C.P.S.I., J. J. Roche, A. J. Donnell, Denis J. Nugent, F. X. Meagher, Brendan Smith, A. J. Roche, R. Bates, E. MacManus (Chapelizod), G. O'Neill (Blackrock), Eric Massey, D. Kerr, P. A. Brady, Dr. James Ryan, Messrs. W. Colopy, J. Dodds, J. Kennedy, F. Barragry, J. Priestman, N. Cuddy, F. Davies, J. Clarke, P. J. Murphy, P. J. Killacky and E. McCarron. The Committee responsible for organising the function and arranging the musical programme were Messrs. A. J. Roche, F. X. Meagher, B. Smith, W. R. Such, A. Davidson and P. C. Cahill. Pharmacy was splendidly represented in the programme by solos sung by Mr. Joseph O'Reilly, of the University Pharmacy, Lower Leeson Street. Mr. O'Reilly has long since established himself in Dublin's musical life as an artist of distinction. Mr. Denis J. Nugent (Terenure) is another pharmacist of note as a vocalist who contributed several fine numbers. Mr. George Hewson showed by his voice that all the vocal talent is not confined to Dublin. Mr. Eric Massey displayed another aspect of pharmaceutical talent as an elocutionist. Several outside artists also contributed instrumental numbers and vocal items. The night's music was brought to a close when Mr. Joseph O'Reilly led the singing of the National Anthem.

Brevities

Mr. A. Maher, M.P.S.I., has transferred his business to 1 West Street, Drogheda.

Mr. J. F. Cranitch, L.P.S.I., is opening a pharmacy at 97 New Street, Killarney.

Scottish Notes

Edinburgh Chemists', Assistants', and Apprentices' Association

The fourth meeting of the fifty-seventh session of this Association was held at 36 York Place, Edinburgh, on February 20, Mr. W. A. Beattie (president) in the chair. Mr. W. E. Herd read "A Brief Review on the New Examination Regulations." Mr. Herd sketched the historical development of the Society's examinations from 1842. One important change was the introduction of zoology, which came in under the general name of biology, the latter including also botany. The introduction of physiology was an important addition. He thought the Council might have laid down a definite period of apprenticeship. Four years was not too long, and a minimum should be three years. He thought bacteriology might have been included. Allowing the pharmaceutical chemist student to pass the Qualifying examination before apprenticeship was unfortunate. He thought pharmacists would find it very difficult to obtain apprentices. No youth with intelligence would enter a profession requiring four years' study at the end of which time he would be offered anything from £2 10s. to £3 per week. The position of the highly educated pharmacist now to be produced it was difficult to foresee.

Mr. C. J. Collins read a paper on "The Future of Pharmacy." Mr. Collins said that while the educational qualification of the pharmacist had risen, the opportunities for the practice of pharmacy, owing to the enormous and ever-growing number of pharmaceutical specialties ordered by doctors, had greatly diminished. In one pharmacy 30 per cent. of the new prescriptions dispensed were for proprietaries. He thought the greater knowledge of pharmacology and resorting to the use of active principles rather than to galenical preparations of the drug had a tendency to depreciate the practice of pharmacy. Again, while the practice of pure pharmacy was visibly diminishing, the number of qualified pharmacists was steadily increasing. Therefore each pharmacist's share was becoming smaller and smaller. He believed that those who survived for another quarter of a century would be in possession of a steady and secure livelihood and have more prestige in the eyes of

the public than they now possess. He could foresee a time when the quota of apprentices allowed to register would be governed by the number of pharmacists written off as dead or retired during the previous year. Speaking as a member of the public he thought the co-operative society should be allowed to survive, since the profits came back to the buyer. On the other hand, speaking as a chemist, he thought the multiple chemist ought to survive, but only provided the profits came back to the men whose brains and skill had produced them, namely, the pharmacists. The chain store, where an unqualified proprietor or principal shareholder reaped the profits, should, in his opinion, be entirely done away with. The ideal method would be for private chemists to form a corporation in which each would be a stockholder to the value of his shop. Another plan would be the entire segregation of the dispensing of medicines from business under a plan such as N.H.I. That would make the dispensing chemist a civil servant with a settled and gradually increasing income.

Brevities

The Secretary of State for Scotland has been approached with a view to the re-establishment of the kelp industry in the Western Isles.

It is strongly felt in Scotland that whoever the "retrenchment and reform" candidates for the Council election may be they should appeal to the electorate in a body.

"Scotia" (18/2) writes:—"Although we have not had a seasonable winter the broken weather has been responsible for much illness; dispensing, both private and N.H.I., continues at a fairly high level. It is satisfactory to note that Scottish chemists are at last awakening to a sense of the value of their qualifications. The conclusion one arrives at after conversation with many fellow chemists is that there is a decided upward movement in charges for all professional work and that the time factor enters into these calculations. There is discontent regarding the remuneration for N.H.I. work and the absence of any effort to secure an extra fee for night calls. There is also evidence that many have adopted better means of stock-keeping, and are ruthlessly eliminating 'wallflowers.'"

Topical Reflections

By Xrayser

Your Editorial Remarks

on "What Every Doctor Does Not Know" (C. & D., February 23, p. 231) are timely. I am much afraid that the younger school of medical men is, as a body, not so well instructed in the ethics of certain aspects of their profession as were those of an older school. I have not come across many cases similar to that cited by your correspondent, but I am concerned with the growing commercialism of the medical profession. A doctor ordered a surgical fitting from a manufacturer. He asked for the account to be made out to him on two invoices, one to bear the price he should charge to his customer, to whom he would show it; the other to be for the price he himself would actually pay. I have known cases in which medical men have practically demanded the same prices from wholesalers that chemists pay. In one case the doctor, owing to one of the patent medicine houses charging him chemists' terms, passed these prices on to his patients as an inducement for them to come to him for treatment. It has been for some time quite a common practice for medical men to sell to their patients such articles as enemas, rolls of lint and the like. It should be noted that all such instances occur with dispensing doctors.

The Article

on "Half a Century in the Drug Trade," to judge from correspondence still coming in (p. 243), is stimulating interest in all aspects of the calling, past, present and to come; and your two correspondents last week dealt with certain financial aspects of the subject which merit a note. In all discussions on "mergers" of chemists it appears to be overlooked that to-day chemists are in a position, through the competition of manufacturers, to buy galenicals at prices much

lower than a combine, with its attendant salaries and overheads, could manufacture them. It can be stated without fear of contradiction that no wholesale manufacturing druggist could carry on with the average current drug and galenical prices for any quantity but the smallest were he not assisted by the production and sale of some speciality or specialities. Retail chemists are in an exceptional position in being able to buy galenicals at cost or even lower than cost. Chemicals are in a somewhat different position. The fact is that to many of the conventions and rings the value of the goods sold for pharmaceutical purposes is quite small, and the drug trade plays an insignificant part in their ramifications. Little of the world's supply of iodine and its salts, for instance, is used in pharmacy.

The Question of Travellers

is a difficult one. I agree with Mr. Charlton that few travellers, even for "highly priced patents," cost as much as 10 per cent.; 5 per cent. is probably a fair all-round figure. It must be admitted that the position of a traveller for any firm, no matter how well known it may be, is becoming more and more difficult by reason of the rapid increase of these "knights of the road." It is interesting to read in your "Retrospect of Fifty Years Ago" (p. 244) that in one year eighteen travellers for drug houses and one hundred and thirty-three for sundries houses called at one shop in a fairly big district: to-day this number would probably call in a week, so great has been the increase. It thus becomes increasingly difficult for the traveller to engage in much selling; he tends to become a mere order-taker. His place is being usurped by the telephone, and in the United States "long-distance selling" by this method has replaced to a great extent the services of the traveller. Some successful firms, even in the drug trade, have no travellers.

Legal Reports

Disputed Trade Marks.—In the Chancery Division, Belfast, before Mr. Justice Megaw, on February 19 and 20, the hearing of the case in which Walfox, Ltd., Batley, Yorkshire, were plaintiffs, and Kempac, Ltd., T. H. Walton & Co., Ltd., Bakora, Ltd., all of Batley, J. & J. Haslett, Ltd., Belfast, and Peoples' Popular Prescriptions, Belfast, were defendants (*C. & D.*, February 23, p. 217) was resumed and concluded. The plaintiffs asked for an injunction to restrain the defendants from infringing certain trade marks. The defence was a denial that plaintiffs were the registered proprietors of the trade marks, or that there had been any infringement. Mr. T. H. Walton, examined for the defence, said he and his wife were directors and sole shareholders in T. H. Walton & Co., Ltd., and his wife was director of both Bakora, Ltd., and Kempac. He had been engaged since May 1928 in the manufacture of products to compete with well-known proprietary brands. He was at first associated with the plaintiff company, from which he got supplies for his own companies. He started to manufacture for himself in 1931, and took over from Walfox, Ltd., containers marked "Bakora." Before he left the plaintiff company in 1932 he had been manufacturing the brands which were still supplied by the defendant companies. Mr. Robert H. Oddie, Batley, said he sold medicines in the markets in towns ranging from a quarter of a mile to a mile and a half from the offices of Walfox. He never dealt directly with Walfox, but got his supplies direct from Messrs. Walton. Mr. George A. Holstead, chemist in the employment of Messrs. Walton, and Mr. Patrick McLoughlin, Belfast, were also examined. Mr. McLoughlin said he carried on business in North Queen Street, and began purchasing medicines from what he believed to be Waltons in 1931. He purchased them through a Mr. Foster, and paid his account to him. In July 1933 Mr. Foster went out of business, and witness then got his supplies from Messrs. Walton. In reply to his lordship, witness said he regarded Mr. Foster as an agent for Messrs. Walton. He was not aware of any split in the firm in 1922. His lordship, having exhaustively reviewed the evidence, held that the plaintiffs had no special property in the names "Electric Lung Mixture" and "Quickrub," and that the trade marks registered by them had not been infringed by the defendants. He further held that the agreements between the parties, dated July 14, 1932, entitled the defendants to continue selling the products under the names that had been previously used, and that there had been full evidence of acquiescence by the plaintiffs in the defendants' use of the trade mark. His lordship dismissed the action, with costs.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office

SANDERSONS (CHEMISTS), LTD. (P.C.).—Capital £2,000. Objects: To carry on business as chemists, druggists, etc. R.O.: 40 Peter Street, Manchester.

PRUFOSE, LTD. (P.C.).—Capital £1,005. Objects: To acquire and exploit chemical or technical processes, designs and discoveries of all kinds. R.O.: 4 Lower Regent Street, W.1.

L. J. TRUSS, LTD. (P.C.).—Capital £1,000. Objects: To acquire the business of manufacturing chemists heretofore carried on by Lionel J. Truss at Holywell Mill, Ashby-de-la-Zouch.

MACWINT PRODUCTS, LTD. (P.C.).—Capital £500. Objects: To carry on the business of importers and manufacturers of and dealers in chemical, industrial and other preparations, etc. R.O.: 80 Coleman Street, E.C.

CHEMICAL WORKS (LONDON), LTD. (P.C.).—Capital £500. Objects: To carry on the business of perfumers, chemists, druggists, etc. Solicitors: Goulden Mesquita & Co., Mark Lane Station Buildings, Byward Street, E.C.3.

PHARMOS, LTD. (P.C.).—Capital £500. Objects: To adopt an agreement with Oskar Wolf, and to carry on the business of chemists and druggists, manufacturing and analytical chemists, etc. R.O.: 14 Coleman Street, E.C.2.

CHURCHILLS CHEMISTS, LTD. (P.C.).—Capital £100. Objects: To carry on the business of chemists and druggists, dealers in toilet requisites and proprietary articles, etc. Solicitors: McKenna & Co., 31-34 Basinghall Street, E.C.2.

ANEFF CO., LTD. (P.C.).—Capital £1,000. Objects: To acquire the business of a proprietor and vendor of certain medical preparations carried on by M. H. Wyse under the respective names of the "Ephayone Co." and the "Anestan Co." at 180 Piccadilly, W.1.

FUMIGATIONS (CIMEX), LTD. (P.C.).—Capital £500. Objects: To carry on the business of manufacturers and factors of, agents for and dealers in chemicals, fumigants, gases and substances for the destruction of vermin, insects and pests and the adaptation and use of fumigating apparatus, etc. R.O.: 68 Victoria Street, S.W.1.

MONSANTO CHEMICALS, LTD.—The directors first annual report and accounts cover the period from the date of incorporation, September 10, 1934, to December 31, 1934. Profit for the six months ended December 31, 1934, after providing for depreciation and income tax, amounted to £41,999 18s. 5d. Out of this has been set aside to capital reserve account £16,336 os. 6d. Proportion of dividend on preference shares for the accrued period to December 31, 1934, takes £3,829 19s. 3d., leaving a balance of £21,833 18s. 8d., which the directors recommend should be carried forward. Major T. Knowles and Dr. C. Hamilton Foott, directors, retire and with Dr. W. H. Garrett and Mr. A. H. Smith (who became directors since the statutory meeting) offer themselves for re-election.

Private Arrangement

Harry Parsons, 79 Street Lane, Roundhay, Leeds, chemist and druggist. The creditors were called together recently at the Law Institute, Leeds, when Messrs. Barron & Green, C.A., Leeds, submitted a statement of affairs which showed ranking liabilities of £2,184 8s. 6d. The assets comprised cash in hand, £5 4s. 6d.; deposit, £5; good book debts, £26 14s. 4d.; stock, £425, estimated to realise £350; fixtures and fittings, £50; and household furniture, £25, making a total of £461 18s. 10d. After allowing £65 6s. 5d. for preferential claims the net assets were £396 12s. 5d. or a deficiency of £1,787 16s. 1d. It was stated that the debtor's father was prepared to purchase the assets for a sum of £700. The creditors generally were in favour of the offer being accepted, and eventually a committee was appointed to deal with the matter.

Bankruptcy Reports

Re Walter Hildreth, trading as "Hildreth & Co.," 80 Cambridge Street, Birmingham, first aid appliance dealer. The first meeting of creditors was held, recently, at the Official Receiver's Office, Birmingham. It was reported that no statement of affairs had been lodged. The creditors passed a resolution appointing Mr. A. Cripwell as trustee of the estate.

Re Robert Winton, 79 Langshaw Street, Stretford, near Manchester, lately 77 Russell Street, Hulme, Manchester, and 911 Chester Road, Gorse Hill, Manchester, toilet requisite manufacturer. The public examination was held recently at the Court House, Manchester. It was stated that the gross liabilities amounted to £936, of which £398 was expected to rank for dividend. There was a deficiency of £538. It was stated that debtor was formerly interested in a limited company carrying on business as cosmetic and perfume manufacturers, and was subsequently appointed managing director of the company. He held a debenture on the assets, and eventually appointed a receiver. Later he entered into partnership to carry on the business of a cosmetic manufacturer at 77 Russell Street, Hulme. In February 1934 debtor commenced business on his own account as a perfume manufacturer at Russell Street, and later removed to Chester Road. The examination was closed.

Gazette

Partnership Dissolved

FORTEY, O. A., and LYDFORD, A. C., 70 Northgate Street, Gloucester, chemists and druggists.

The "Six Card" scheme . . .

SPRING

—and your health

If you are feeling
"run-down" and "out of sorts" after the
long winter months—your health demands
your immediate attention

OUR SPRING MEDICINES
have stood the test
of time

THE second set of showcards, issued under the "six card" scheme, is now ready for distribution to C. & D. subscribers. Each of the showcards is reproduced herewith, together with a set of six special shelf cards, particulars of which

will be found on the facing page. The "six card" scheme (introduced in the C. & D., January 5, p. 10) has been well received and, although the cards are primarily designed to meet the needs of chemists in this country, it is of interest to note that sets have been dispatched to subscribers in India and South Africa. Under the scheme subscribers to THE CHEMIST AND DRUGGIST are able to purchase showcards in sets of six at the low price of 2s. 6d. per set, post free, the object being to cover, so far as possible, the chemist's seasonal showcard requirements throughout the year.

The New Set

Among the many appreciations received from readers the point most frequently raised was that formerly cards of this nature were either specially written—an expensive business—or they were produced in the pharmacy—a proceeding not without its disadvantages. The new set comprises cards designed for six different and topical purposes; the size of each card remains the same—10 in. wide by 12 in. deep. "Spring—and your health."—This showcard may be used in connection with any display of spring medicines, tonics, etc., or in a general drug window during March and April. The message is a simple one on a subject which rarely fails to interest prospective customers. "For Domestic Accidents."—A very interesting and profitable display can be built up round this showcard using the lines named, together with an assortment of first-aid cases. Customers will appreciate the suggestion that first-aid equipment for the home need not be expensive. "Your

New set now ready

Dog."—The chemist who builds up a "doggy" business makes for himself a very valuable connection among customers who are usually prepared to spend money on their pets—and who will "talk" to the chemist's advantage. This card is suitable for display with any assortment of dog medicines and appliances. "Natural Charm."—The toilet side of the chemist's business is so comprehensive that cards for every article or class of article would fill the window to the exclusion of the goods. This card has been designed, therefore, for use in any toilet window, and is, in effect, an invitation to the customer to consult the chemist. "Easter Gifts."—During recent years an attempt has been made to popularise Easter as a gift period. While not perhaps entirely successful, some business can be done and many stock lines can be displayed in the gift window. In this card use is made of an attractive drawing. "Spring Cleaning."—This is a period which should be more fully exploited by chemists, and the showcard is intended to link up the annual domestic upheaval with the lines mentioned. A good opportunity occurs in this connection for a display of the "stunt" type.

The six showcards described and illustrated in this article cover a fairly wide field of seasonal display. They are intended to assist the chemist in keeping his windows bright and topical, and to help him in the problem of meeting competition. The greatest attention is paid to simplicity in design together with good selling slogans. Several suggestions have been received from subscribers, including a request for heavy borders round

For Domestic Accidents!

+ Your Home should be
equipped to deal with them

DRESSINGS	
IODINE	COTTON WOOL
BANDAGES	SAL VOLATILE
LINTS	OINTMENTS

YOUR DOG

— depends on you
for protection in health
and treatment in illness


DON'T LET HIM DOWN!

NATURAL CHARM

Be fastidious in the selection
of your Beauty Aids. In a
careful choice lies all the
difference between mere
'make-up' and natural charm

May we help you in this choice?

WHY NOT A GIFT



THIS EASTER ?

Spring Cleaning

?

HOUSEHOLD-
AMMONIA

SOAPS

DISINFECTANTS

DYES

DRY CLEANERS

POLISHES

We can save you cost and labour!

the cards. This has been tried, but the addition appears to detract the attention from the message besides increasing the cost.

How to Obtain the Showcards

Subscribers to the C. & D. can obtain sets of showcards by

writing to the Publisher, THE CHEMIST AND DRUGGIST, 28 Essex Street, London, W.C.2, enclosing a postal order value 2s. 6d., which covers the cost of the cards, packing, postage, etc. The cards are sent out properly packed to avoid possible damage in transit. Particulars and cost of the special series of shelf cards are given below.

SHELF CARDS

—A Special Series—

IN order to cater for the many subscribers who find it profitable to use small shelf cards in addition to large cards, a special series (illustrated herewith) has been commenced. These cards, it should be pointed out, have no definite seasonal appeal, but concern everyday lines and can be used, therefore, all the year round. Their size (approximately 2½ in. deep by 6½ in. wide) is based on tests made to find the most suitable size for a card fixed to a shelf by means of a bulldog clip ;

the type is legible and the view of the goods is not obstructed. Chemists will find these "talking" cards to be of great assistance in small displays or where the window is used for mixed goods. Moreover, they deliver a message which would otherwise be left to the imagination—and so help to make more sales. Subscribers to THE CHEMIST AND DRUGGIST may obtain these shelf cards from the Publisher, price 2s. per set, post free.

Aspirin

*The handiest remedy
Our Tablets are guaranteed for Strength and Purity*

your Bath —

make it Delightful, Refreshing & Stimulating

for Baby

Only the Best is good enough

Razor Blades

— We stock all the popular makes

Senna

*— in its various forms is a
safe and efficient Laxative*

Tonics

— are less expensive than illness

National Pharmaceutical Union

Election of Executive Committee, 1935

THE undermentioned have been nominated for election to the N.P.U. Executive Committee, which will hold office for three years from April 1, 1935. One member is to be elected for each division, with the exception of Metropolitan, for which three members are elected. Where there are contests, voting papers will be dispatched to the members in those divisions on March 11, returnable on March 22. An asterisk denotes a member of the present Executive Committee.

North-Western Division 1.—*1. Hardy, Thomas, Maryport.

North-Western Division 2.—*1. Scholes, William Isaac, Eccles.

North-Western Division 3.—*1. Clubb, William Herbert, Liverpool. 2. Morley, Harry Tatton, Stockport. 3. Wallis, Hugh William, Chester.

North-Eastern Division 1.—*1. Forster, William, Seaham Harbour.

North-Eastern Division 2.—*1. Gilleghan, Herbert, Leeds. 2. Pickard, Samuel Norman, Yorks.

North-Eastern Division 3.—*1. Hobson, Cyril Watson, Sheffield. 2. Lander, Norman, Huddersfield.

Western Division 1.—*1. Bryan, David Allen, Penmaen-mawr.

Western Division 2.—*1. Davies, Benjamin Pugh, Haverfordwest.

Western Division 3.—*1. Marshall, Henry Herbert, Moseley, Birmingham.

Eastern Division 1.—*1. Hague, John, Lincoln. 2. Toy, Hubert George, Derby.

Eastern Division 2.—1. Evans, John, Cambridge. *2. Morgan, Arthur Williams, Bedford.

Eastern Division 3.—*1. Stearn, Sidney John, Ipswich.

Southern Division 1.—*1. French, John Edward, Sittingbourne.

Southern Division 2.—*1. Atkinson, Wilfrid Webster, Southampton. 2. Cosh, Arthur Lionel Strode, Bristol.

Southern Division 3.—*1. Rowsell, Philip Foale, Exeter. 2. Yeates, Charles John, Devonport.

Metropolitan Division (returning three members).—*1. Atkins, Ernest Andrew, Wandsworth, S.W.18. 2. Hearle, Joseph, Islington, N.1. 3. Jones, Edward Alfred, Guildford. *4. Keall, John, Wandsworth, S.W.18. *5. Melhuish, Andrew Ralph, Duke Street, W.1.

The result of the election will be declared at the annual meeting on March 26.

Dublin and Provincial Retail Drug Association

At the meeting of the General Committee of the Dublin and Provincial Retail Drug Association on February 25, Mr. T. C. Scott (president) in the chair, a report was considered by the Committee regarding a discount sales scheme which a manufacturer of Irish-made toilet preparations and cosmetics proposed to run during March. The Committee directed that a circular be sent to all the Association's members intimating that the Committee were opposed not only to this particular scheme but also to any other schemes of a similar kind. The policy of some Irish manufacturers of offering large supplies of their products to chemists at specially reduced prices was also under discussion, and it was generally agreed that the practice was a bad one, since it overstocked the chemists with these particular lines. Even from the manufacturers' viewpoint, it was emphasised, such schemes were harmful.

Letters were received from chemists inquiring as to the reasons for disparity in prices between the Association's Price List and some lists issued by the wholesale houses. It was pointed out that some of the wholesale price lists were compiled before the imposition of the cosmetics tax. The Com-

mittee directed that members should adhere to the Association's official Price List. The Committee further decided to get into communication with the wholesale houses concerned with a view to bringing about uniformity. Where wholesale houses wish to be kept informed of the price changes made by the Association, it was agreed that they should have this service.

Mr. Brendan Smith, the Association's organiser, reported that as the result of recent visits to the country twelve new members had been enrolled. Mr. Smith was instructed to proceed to Waterford, following which he will continue a tour of organisation in the South. It was mentioned that some guilds in Dublin were sending out their annual notices to chemists and others requesting them to renew their contract undertaking to give discounts. In every case where a chemist receives such a notice the Committee urge that he should either reply direct, or through the Association's secretary, definitely intimating that he is withdrawing from all guild discount schemes.

Pharmacists as Contractors

THE testing of insurance dispensing has of late been again prominent in THE CHEMIST AND DRUGGIST. When doubt is cast upon the accuracy of certain medicines dispensed for insured persons, it is fairly obvious that the work of all insurance chemists falls under suspicion and the whole pharmaceutical body suffers in consequence. It would seem to be desirable, therefore, for some steps to be taken by insurance chemists themselves or by the district authorities, the pharmaceutical committees (guided perhaps by the central authority, the National Pharmaceutical Union), to put their house in order if they are satisfied that within their own ranks disorder exists.

In considering this matter one is led to the conclusion that any action with this object in view should be undertaken by pharmaceutical committees at the point where contractors join the panels for the dispensing of insurance prescriptions. Any chemist can "join the panel" if he satisfies the insurance committee as to his qualifications; but surely some form of control by the pharmaceutical body itself should be exercised here, since failure or malpractice by any contracting member reflects adversely on the whole body of contractors. I suggest, therefore, that when a pharmacist undertakes a new contract for insurance dispensing the pharmaceutical committee—which is jointly responsible with the insurance committee for the maintenance of a proper pharmaceutical service for insured persons in the area—should by means of a personal call by its accredited agent take steps to see that the new contractor is fully aware of all that is expected of him. His contractual duties should be clearly explained to him, and every information and assistance should be given to enable him to do in the most efficient and satisfactory manner the work he has agreed to undertake. There should be some form of inspection of pharmacies by the pharmaceutical committee and the insurance committee jointly, just as there is now a system of inspection of doctors' surgeries; and there should be inquiries made as to the qualification and standing of assistants employed in the shops to do insurance dispensing, just as doctors are required to report to the insurance committee on the question of the arrangements they have made to provide deputies. Suitable inspection would ensure the proper arrangement of the dispensary and the qualification of the dispenser in connection with every contract to dispense.

I think it desirable that these arrangements should be made now by pharmaceutical committees themselves, so that any reforms that may appear to be necessary shall be carried out from within rather than that insurance committees should undertake a reorganisation of the arrangements for insurance dispensing and carry out reforms in the fierce light of publicity which generally accompanies the official workings of a public body. The time seems to be coming when qualification alone cannot be accepted as a passport to the panel, and when some inquiry as to the applicant's suitability for the work and some investigation of the adequacy of the arrangements he makes for undertaking it will have to be made.—VIATOR (20/2).

A visit to

T. J. Smith & Nephew, Ltd.,

at Hull, Hollinwood & London



THE foundations of T. J. Smith & Nephew, Ltd., were laid nearly a century ago when T. J. Smith opened a chemist's shop in Whitefriargate, Hull. The city and port of Hull at that time had a population of about one-tenth of that of the present day, and one of the chief industries was (and still is) that concerned with the extraction of oils. It is not surprising, therefore, that the founder became a specialist in pharmaceutical oils; it is claimed that he was the first importer of medicinal cod-liver oil from Norway in the early 'sixties, and it is interesting to note that he secured the only gold medal awarded for cod-liver oil at the Fisheries Exhibition, 1883; this section of the business is still carried on. Like so many other well-known drug trade houses, the company's growth from a small beginning was steady—but sure—and to-day the company enjoys an international reputation as manufacturers of surgical dressings and proprietaries. The present chairman—Mr. H. N. Smith—joined his uncle in January 1896 and was taken into partnership in July of that year—hence the title, T. J. Smith & Nephew. Shortly after this date the manufacture of surgical dressings commenced and developed rapidly up to the outbreak of war in 1914, when the company acquired a bleachworks and later on a cotton mill at Wigan; during the War additional factories were opened in Hull for the production of military first-aid equipment, shell and field dressings. An interesting example of business enterprise is shown in the large-scale production of sanitary towels by an associated company—Sashena,

Ltd.—exemplified in the introduction in 1928 of the now well-known Lilia brand. To avoid congestion in Hull, Park Mill, Hollinwood, was acquired five years ago and the cotton wool plant transferred there. The production of Elastoplast commenced in 1929, and sales progressed so rapidly that in 1932 a new factory was built. Cellona plaster of Paris bandages, introduced in 1930, are made in a special factory, and their popularity with the medical profession involved considerable expansion there. The London factory is now fully equipped for the manufacture of sanitary towels.

The Hull Factories

THE tour of the company's premises began with a visit to one factory in Neptune Street, concerned with the production of important surgical dressings such as bandages, gauze, lint and cotton wool. The spotless cleanliness of the



Right: *The making-up room for surgical dressings at Hull*

departments—typical of all the factories of this company—was immediately apparent. The greater part of the work is automatic, as, for instance, cutting bandages on specially designed cutters, plating, folding, rolling cotton wool and gauze tissue. In one room a "gang" was seen at work on the process of "making-up" boric lint. Much careful work is entailed in this operation, and several tons are handled here weekly. The sheets of lint are placed in layers for cutting according to the size required for the finished product, varying from small cartoned lint to large bulk rolls for export. After the lint is cut each piece is weighed and examined to ensure its conformity with official requirements. Teams of girls carry out this important checking work and the same control applies to white lint and cotton wool. On many benches the products from the various machine rooms are packed. Hundreds of different designs for cartons and packets may be seen on a tour of inspection. A number of the orders and contracts appeared to be of a size quite out of keeping with the common conception of business to be secured in surgical dressings. A South American order called for many thousand pieces of gauze, and some idea of its magnitude may be gauged from the fact that it provided work for thirty operatives for a period of four months. Every week hundreds of orders are executed; goods are distributed all over the world, from Iceland to the Falkland Islands, from Japan to Vancouver—maybe the determination of certain British manufacturers to capture foreign markets by meeting requirements that differ from those existing domestically is the principal reason for the recent improvement in the company's export trade.

First-aid dressings, prepared in compliance with official specifications, and first-aid outfits to meet every possible requirement, are made up in a special part of this factory. The finished product, when ready for dispatch, passes down chutes to the packing department. The production work of the factory has reached its present state of precision after a number of years of careful planning and elimination of any isolated action likely to interfere with the smooth running of the whole.

Millions of Labels

Although the label room is a comparatively small unit, the size of the label stock is astonishing. There were actually millions of labels—in a variety of languages—and a special staff is employed to control this stock. Stock cards simplify what might be an otherwise complicated task.

The principal packing room, situated on the floor below that part of the factory already described, is a scene of ordered bustle and activity. Several types of packing materials are used, including fiberite and wood cases, bales, etc.—and the nature of the packing is determined by the commodity that is to be packed and the destination for which it is intended. A number of electrical baling presses are working continually, and an examination of the bales in their final form offers a lesson in geography. Other departments cover stock stores, an overflow section for dealing with various bulk dressings and packed lines and commodious stores containing huge quantities of raw materials. In the factory offices some 6,000 stock cards are involved in the control of stock, and eight persons are permanently employed in attending to stock records. The whole of the works' office system is based on modern scientific principles.

The Second Factory (Paragon Works)

On the other side of Neptune Street the visitor is conducted round a second factory which is engaged in the production of sanitary towels by the associated company, Sashena, Ltd. Different types of towels are made with great dexterity by hundreds of girls in white and black uniforms. Specially woven gauze for cotton wool towels is passed through multiple

slitting machines and thence to special automatic machinery for the rapid construction of the towel. The next step in manufacture is carried out by a remarkably ingenious machine—there are many of these machines in operation—which takes a continuous flow of cotton wool (made at the Hollinwood factory to pre-arranged sizes and weights), covers it with gauze or stockinette, manufactured in another section of the factory, and then automatically cuts each pad to the requisite size. The entire operation is conducted under conditions of the strictest cleanliness, not only as regards the workroom but also as regards the operators. In the next room one sees girls busy sewing and looping towels at a bewildering speed. Then comes "parceling" which is done by semi-mechanical means into a number of standard packages. In the manufacture of the soluble towels rolls of gauze are passed over automatic folders, fed with pads and then transported through finishing machinery to conveyer belts. Specially trained girls make a close examination of every towel before it reaches the packing tables. The cartons and packets in fiberite boxes are carefully sealed and placed in chutes. Some idea of production may be gained from the number of lorry loads of Lilia and Sashena towels which leave the factory every day for destinations all over the world. At this factory, too, the visitor has a glimpse of the medicating plant used chiefly in connection with gauze and lint, the sterilising plant, and the department responsible for that part of the company's business dealing with pharmaceutical oils.

The Cellona Factory

The success which has attended the introduction of Cellona plaster of Paris bandage is such that although a separate factory was equipped a few years ago, demand has already exceeded its capacity and an extension of it is in progress. It should first be explained that Cellona is admitted to be a great advance on earlier types of plaster of Paris bandage. It is necessary only to immerse the bandage in water for about five seconds, squeeze out any surplus water and apply. Setting takes place in five minutes and a perfect cast is produced, possessing the light strength of plaster of Paris and not the heavy strength of starched cloth. It conforms to the 1934 B.P.C. specification for plaster of Paris bandages in all respects.

The first process in the manufacture of the patented Cellona is the mixing of the ingredients with the solvent. The mass is whisked in a special manner until the proper consistency is reached, after which it undergoes the spreading process. The cotton cloth runs through a cleverly designed spreading-box and drying apparatus, by which time the bandage is dry and ready for rolling and packing. The company claims that Cellona is used in some 70 per cent. of the hospitals in the British Empire. A more recent introduction is the Cellona splint which comprises three thicknesses of Cellona eyeletted together permitting instantaneous application. When it is necessary for a patient to wear a Cellona cast for a long period the cast may be water- and urine-proofed by means of Cellona lacquer which is applied when the cast is completely dry.

The Elastoplast Factory

At this point the visitor comes to what is the most widely known of the company's branded products—the Elastoplast series, manufactured in a factory built five years ago and considerably extended in 1934 to house the original elastic adhesive bandages and dressings. In the mixing room a battery of machines prepare plaster mass for the various Elastoplast products. Thence into the spreading room where mechanical methods are used for spreading Elastoplast in different forms. The whole operation is automatic and continuous. Special arrangements are then made to cover the different types of Elastoplast bandages and dressings and it is significant, in this mechanical age, that the different operations follow one

The camera records—



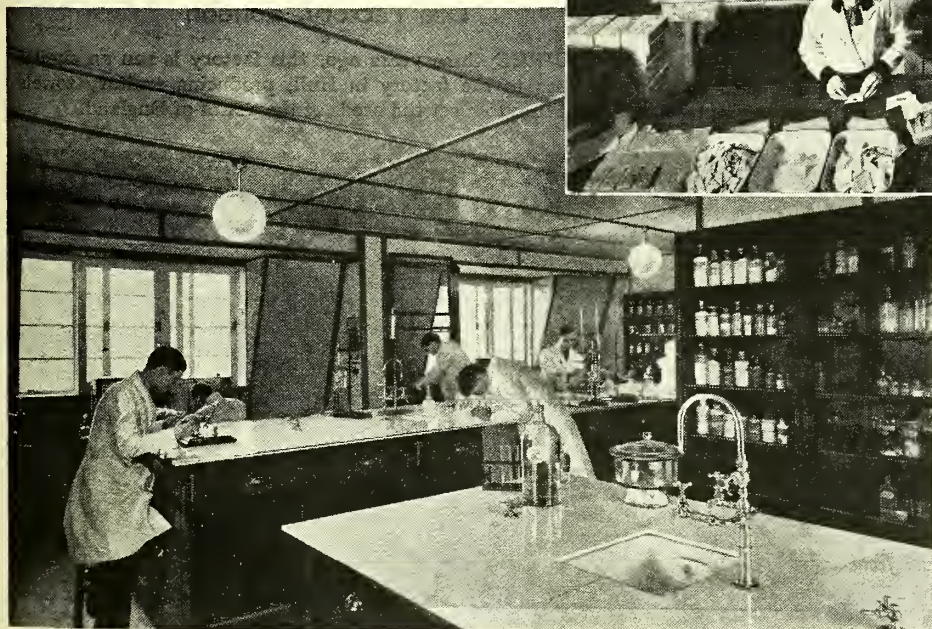
Above : A part of the Sashena factory



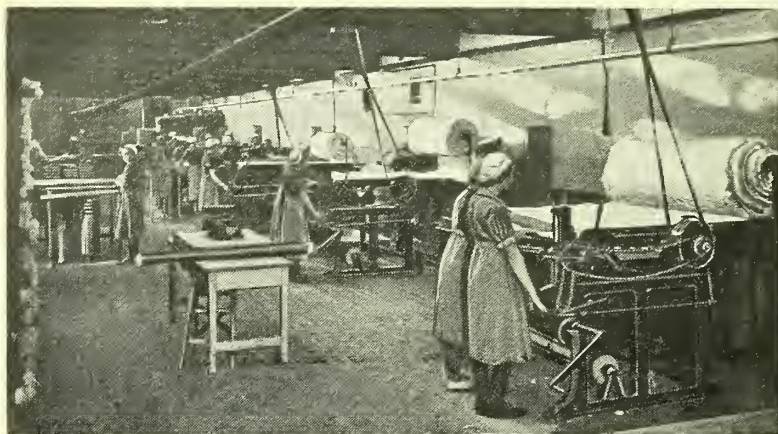
Above : A view in a knitting-machine shed



Above : A part of the Elastoplast factory

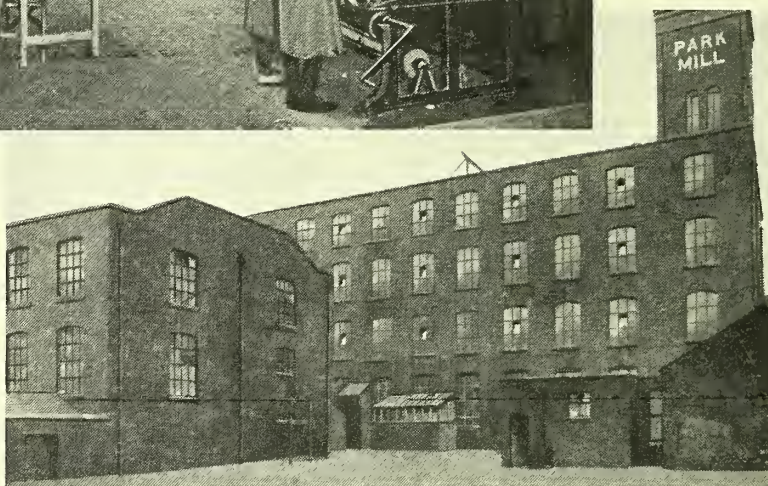


Left : The laboratory at Hull



Above: Cotton wool rolling at Hollinwood

Right: Park Mill, Hollinwood



another so that the greatest possible efficiency is obtained. The automatic spreading machines are planned to control perfect regularity of spread and accurate dimensions. From the conditioning room the bandages come forward for examination, rolling and packing. Elaborate care is naturally taken with a product of this nature to ensure that every bandage and dressing reaches the user in perfect condition. Another section of the factory is devoted to the manufacture of zinc oxide plasters, rubber adhesive and waterproof plasters on a large scale. Other operations and products in this factory include the manufacture of a full range of Elastoplast elastic plaster dressings, extension and Viscopaste bandages, Elastocrêpe bandages and wrist straps, corn rings and silks, a range of medicated porous plasters and special first-aid outfits.

There is a well-equipped laboratory for dealing with all technical matters attaching to production. All incoming material is tested here including diverse types of cloth, gauze, resins, rubbers, chemicals, etc. Regular control is also exercised over all outgoing products. At this point the tour of the Hull premises ends with a brief glance over the spacious office buildings completed in October 1934, to take up the other end of the story at the Hollinwood (Lancashire) mill where much of the material used at Hull is made.

Park Mill, Hollinwood

SO far as the cotton industry is concerned, Park Mill, Hollinwood, about five miles from Manchester, is well situated. The visitor starts his inspection of the mill at the

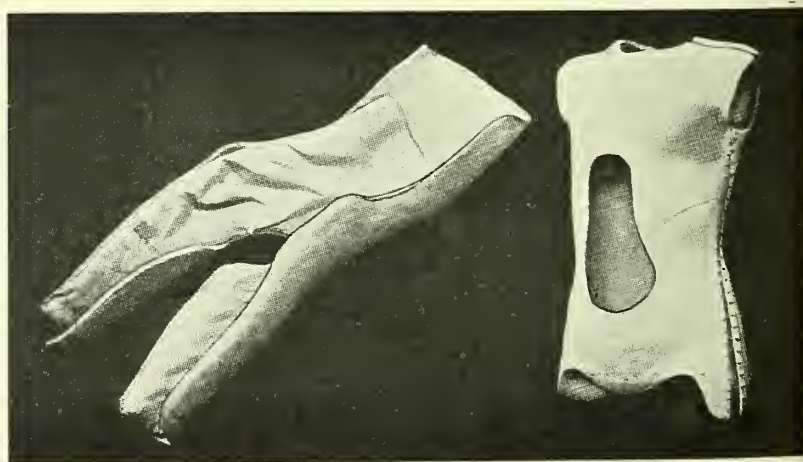
store-room for incoming raw materials. The preparation of cotton wool begins when the raw material is placed in a "scutching" machine which opens the cotton from the matted form and delivers it at the other end in a form known as "lap" ready for the carding machines. If the "scutching" machine is stopped for the visitor's inspection he will see that it does not tear the cotton but merely opens it and, if he looks in the cage below, he will see the material extracted from the cotton in the form of sand and short

fibres. The cotton is delivered at the end of the "scutching" machine in roll form. For the next process the "lap" is conveyed to the carding room, where row after row of carding machines are working at full speed. One of the engines may be stopped and opened and the visitor will see the mechanism whereby the cotton wool is "combed" and finally delivered at the other end in the form of a "sliver" or thin layer. The layer is picked up on a roller until the required thickness is obtained. Each of the carding machines is connected to an air-suction plant so that the atmosphere is kept free from dust. For the purpose of making sani-

tary towels a slight alteration at the delivery end of the carding machine is made so that the wool is delivered in a single "fleece" or tape instead of a layer. The speed of the machine is regulated to provide the weight required. In the making-up room material in bulk from the carding machines is examined prior to press-rolling and interleaving. Among the interesting products at Hollinwood in addition to those already described are the surgical and laboratory coats and overalls and many other similar types of garments.

Lilia Factory, London

ACQUIRED three years ago, this factory is run on similar lines to the factory in Hull, producing sanitary towels and garments to meet the needs of the South of England.



Right: Casts made at a leading sanatorium from Cellon plaster of Paris bandages

"Pharmaceutical Formulas," Vol. II

As symptomatic of the diversified character of this recently published volume we print herewith a selection of reviews taken at random from a large number sent to us from all parts of the world. These indicate the appeal the book has for different trades and professions and suggest innumerable business opportunities for the alert pharmacist.

From "The Journal of the American Medical Association"

These books constitute a veritable treasury of formulas collected by the editor of THE CHEMIST AND DRUGGIST. . . . Volume II contains chiefly formulas that cannot properly be classified as medicinal. It includes chapters dealing with perfumes, toilet preparations, dental preparations, household and culinary requisites, horticultural and agricultural preparations, adhesives, paints, stains and varnishes. These two volumes should certainly be in all libraries of pharmaceutical and medical colleges. They would soon repay for their purchase in almost any one of the larger and busier retail pharmacies. To illustrate the thoroughness with which many of these topics are treated, one might turn to the chapter on perfumes, which extends over almost a hundred pages, giving one a veritable introduction into the secrets of the production of bouquets and essences from handkerchief perfumes and toilet waters to sachet powders and perfumed cards and papers. The art of combining synthetic perfume constituents is discussed in practical detail, as are also the ingredients required for "fixation" of perfumes such as musk and ambergris. To review these books in detail is as impossible as to review a dictionary.

From "The Retail Chemist"

Many a practising pharmacist by the careful use of this volume can become a veritable encyclopædia of pharmaceutical and general knowledge, add many unusual lines of known worth to his series of packed goods and withal increase his profits. For the wholesale druggists it is a necessary companion, equally essential with a B.P. Though this is the tenth edition, it is practically a new book. It has been divided into two volumes, Vol. I containing purely pharmaceutical matter, while Vol. II, the one under review, contains more general material. It is published by The Chemist and Druggist, 28 Essex Street, W.C.2, at 15s., by post 15s. 9d. The enormous advances since the last edition was published have made it necessary for great additions to be made, particularly in the part devoted to toilet preparations. It has been stated that 75 per cent. of a chemist's business consists of articles connected with the toilet, therefore considerable space should be devoted to the subject. Any chemist who will study this section of the book will add immeasurably to his own value as a salesman of "running repair outfits" for ladies. . . . In the way of capturing lost trade any number of suggestions can be found. . . . The country chemist is not overlooked. Those profitable side-lines connected with agriculture, horticulture and veterinary work are treated at length. . . . The simple remedies for cattle, sheep, pigs, horses and dogs are all of a nature that a chemist should supply. A knowledge of them will not make him a veterinary surgeon, but he will be of greater assistance to the qualified man. "Photography up to date" might be the heading of the section dealing with photographic formulas. Beverages have a section to themselves and cover almost all known beverages from water to liqueurs, and milks to coffee extracts. A large variety of miscellaneous preparations, which cover a number of purposes, occupy over fifty pages. Last, but not the least important, is the index—a necessary and useful part of such a book. We have tested it for many out-of-the-way articles and it was not found wanting. To sum up—no chemist who wishes to improve his business can afford to be without this volume. [From a review occupying a column and a half.]

From "The Oil and Colour Trades Journal"

. . . . The second volume embraces a very wide range of products, including a great deal of interest to the perfumery trade. The description of the synthetics and isolated aromatics used in perfumery is a quite useful and very accurate monograph on the subject. Formulas for perfumes and cosmetics to suit every taste and purse are numerous, but each one has been carefully chosen. It is quite obvious that this is one of the very few books of formulas (although it is far more than a mere formulary) in which the formulas have not been slavishly copied from antecedent works. Here we have well-

chosen and well-balanced preparations, and, wherever necessary, a reason given for the faith that is in the author. It is obvious that Mr. Forrester has dived deeply into British and Continental literature and has made very discriminating choice from the mass of material he must have searched. There are a number of such modern and new products which are only just settling down to use, included as ingredients in some of the formulas he gives, that he can do what few formularies can—rightly claim to be up to date. The book will be much appreciated by the practical analyst, who will find many hints and pointers to help him to search for unsuspected ingredients, especially, as is often the case, where he has to work on very small samples. Anyone interested in the drug, perfume, varnish polish, hairdressers', and many other allied trades will find 15s. very well spent to have a copy of this valuable work on his bookshelves.

From "The Mineral Water Trade Review and Guardian"

We have before us a copy of the latest edition (the tenth) of Vol. II of "Pharmaceutical Formulas," which has been entirely revised and rewritten by G. P. Forrester, F.C.S., Editor of THE CHEMIST AND DRUGGIST. This volume, known also as "The Chemists' Recipe Book," is a veritable mine of information, and contains thousands of invaluable formulas, dealing with every possible article which the modern chemist has to either manufacture or sell. Many of our readers often write for formulas for side-lines to run as an adjunct to their business. These are to be found here in thousands, very many of them being quite suitable for our readers to utilise, such, for instance, as paints, polishes, inks, adhesives, soaps, perfumes, and every variety of toilet articles. What will be of especial interest to our readers, however, is the special section dealing entirely with beverages, containing a large number of really excellent formulas. Just to read the list of subjects dealt with in this section will show how interesting and valuable this should be to you. These include aerated waters, soluble essences, syrups, colourings, cordials, brewed drinks, phosphate drinks, etc., and working formulas are given in every case. The volume is positively crammed with valuable matter, and is worth very much more than the modest price it is published at.

From "The Chemical Trade Journal"

"Pharmaceutical Formulas," known generally as "P.F.," compiled by THE CHEMIST AND DRUGGIST, has been accepted as a reliable and authoritative source of information since the first edition was published in April 1898. Until this tenth edition, the whole of the material was presented in one volume, but the increase in the available information has made it now desirable to devote a separate volume to the wide range of articles which cannot strictly be classed as pharmaceutical preparations, although frequently handled by pharmacists. The range of formulas included in this new volume is very comprehensive, and comprises adhesives, beverages, perfumes, cleaning materials, culinary and household requisites, horticultural and agricultural preparations, polishes, soaps, toilet articles, lozenges, veterinary preparations, etc., etc. The wide experience which the author and the publishing house have had in dealing with inquiries as to recipes, in collecting information from the most widely scattered sources, and in sifting the wheat from the chaff which abounds so plentifully, have been inevitably reflected in the production of a volume the value of which will be appreciated far outside the ranks of pharmacists themselves. Despite its sub-title, the volume is far more than a mere collection of recipes and formulas, since every section is accompanied by an excellent, concise survey of the subject, of the nature of the raw materials available, and of the basic principles governing formulation, whilst the legal aspects of the sale of the various products, (e.g., Sale and Use of Preservatives in Food) are adequately covered. Altogether a reference book that can be recommended to our readers—both chemical manufacturers and "manufacturing chemists"—with every confidence.

Trade Notes

BONUS OFFER.—Moorgate Blade Co., Ltd., Finsbury Pavement House, 120 Moorgate, London, E.C.2, announce a bonus offer in connection with Minora safety razor blades.

BOURJOIS, LTD., Queen's Way, Croydon, have introduced a new series of preparations for the hair and skin to retail at popular prices. Illustrations and some particulars of these lines will be found elsewhere in this issue.



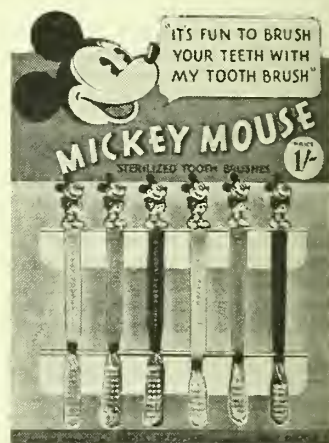
BURROUGHS WELLCOME & Co., Snow Hill Buildings, London, E.C.1, have prepared the Hazeline Snow and Hazeline Cream showcard, a photograph of which is reproduced in the accompanying illustration, in order that chemists will be assisted in making companion sales of these well-known beauty products. Facsimile reproductions in colour of the pot and tube packings of both products are incorporated. The size of the card is 12 in. by 8 in., and copies may be had on application.

MEDILINTEX.—Robinson & Sons, Ltd., surgical dressings manufacturers, Chesterfield, have brought out a new antiseptic poultice-dressing under the name of Medilintex. It is packed in two sizes and is also available in half-yard and one yard rolls.

L'ONGLEX NAIL POLISH.—J. C. Gambles & Co., Ltd., 215 Blackfriars Road, London, S.E.1, have sent for our inspection one of the L'Onglex nail polish stands illustrated in their advertisement in this issue. This stand, which combines the advantages of display with facilities for holding stock, has a novel shade selector. In the front of the stand spaces are arranged for inserting the finger nail beneath pieces of transparent material so that the shade as it will appear on the nail is seen. Thus the colour of the polish preferred can be selected without having to experiment with actual material.

ANTI-THRAX IODINE AND STYPTIC.—The proprietor of this line is offering one of these pencils free to any chemist who cares to apply through his wholesale house. Further details of this offer will be found in the advertisement of Edward Hack, Farrington Road, London, E.C.1.

ADDIS BRUSHWORKS, Hertford, are supplying a highly attractive display stand on which is mounted a dozen of their new Mickey Mouse toothbrushes—six in front and six at the back, so that sales may be made without disturbing those on view. The stand measures 8½ in. by 11 in. The bristle portion of each brush is in a transparent wrapping, the handles are of various colours (pink, green, blue) and, as will be seen from the illustration, are surmounted by a cut-out of Mickey (in black and white). This latest line of Messrs. Addis is presented in such a manner that it cannot fail to appeal to children and adults.



INSULIN PRICES FURTHER REDUCED.—In the *C. & D.*, February 16, p. 194, reference was made to reductions in the price of the insulin manufactured by Boots Pure Drug Co., Ltd., Nottingham. On another page in this issue the company announce still further reductions in all sizes and strengths except the 5 c.c. vial (100 units).

LEMBAR.—Rayner & Co., Ltd., Edmonton, London, N.18, have placed on the market a concentrated lemon and barley drink under the name of Lembar. In their advertisement in this issue the selling points of this preparation are mentioned and an offer is made of a free sample bottle, descriptive literature and a showcard. Inquiries should be addressed to the Medical Department C.D.



THE STAND OF ZENOBIA, LTD., AT THE BRITISH INDUSTRIES FAIR

A NEW STEAM STERILISER.—Reynolds & Branson, Ltd., Briggate, Leeds, have drawn our attention to a new apparatus they have introduced and for which they claim the following advantages:—(1) Sterilising temperature can be reached in five minutes, using a large Bunsen burner; (2) after filling with two pints of water it can safely be left for at least an hour without any danger of boiling dry; (3) a constant temperature is maintained, always within a degree of 100° C., due to the slight back pressure which is developed; (4) the disadvantages of earlier types of steamers have been entirely overcome, no condensation of steam occurs as a constant flow of steam is maintained; (5) no evaporation of liquid being sterilised. The steriliser is quite compact, being only 14 in. overall height. The method of work-

ing is as follows:—Two pints of water are placed in the main vessel, the gauze tray containing the solutions to be sterilised is inserted, and the top of the steriliser replaced. The water is heated until boiling point is reached; the source of heat can then be reduced just to maintain a gentle bubbling from the side tube. The pressure set up in the main vessel is resisted by a specially constructed valve; the steam passes over and is bubbled into the water contained in the side chamber. The return of the condensed water is brought about by steam impulses working against a baffle plate in conjunction with the above-mentioned valve.

PHARMACEUTICAL MACHINERY.—The Vacuum Drier & Chemical Equipment Co., Ltd., 66 Victoria Street, London, S.W.1, has recently been registered for the manufacture of vacuum pumps, vacuum driers, evaporators, crystallising cradles, colloid mills, distillation and extraction plant, and equipment for process work in the chemical and food industries generally. The whole of the material will be made in the shops of The Mirreles Watson Co., Ltd., Glasgow.

BOB MARTIN, LTD., Southport, are issuing a new showcard, "A Regular Beggar for his Bob Martin's," which has been specially designed to link up with the company's extensive advertising in the national Press. This showcard is a very fine production, and in view of the considerable interest among chemists in the "doggy" series of sales-aids supplied by Messrs. Bob Martin, the latest addition should be in exceptional demand.



effort is being made on our part to protect the interests of our dealer customers. . . . The regulations which we have adopted conform to the letter and spirit of the old Joint Council rules, and in view of the changed conditions we are confident that our action will meet with the entire approval of all our dealer customers."

FORD, SHAPLAND & CO., LTD., Great Turnstile, High Holborn, London, W.C.1, are sending out a wall calendar (15 in. by 19 in.) with daily folios. The top half has an excellent illustration of "Sunlight on the Snow."

ROBINSON'S LEMON BARLEY WATER.—Keen, Robinson & Co., Ltd., Carrow Works, Norwich, whose patent barley is so well



known to chemists, are now placing on the market a lemon barley water. The style of packing is shown above.

JOHN BELL COLD CURE CAPSULES.—John Bell, Hills & Lucas, Ltd., Oxford Works, Tower Bridge Road, London, S.E.1, writing to us regarding the competition recently arranged in connection with their Cold Cure capsules, state it was their intention to divide £25 between the chemists who supplied the three winners of the contest with capsules. Approximately 75 per cent. of the entrants of the competition, including the first and third prize-winners, together with the majority of the winners of consolation prizes, were unable to obtain the capsules from their chemists. In these circumstances the company has been forced to present the entire prize to the chemist who supplied the winner of the second prize, namely, Wands, Ltd., 29 Belvoir Street, Leicester. Messrs. John Bell point out that this failure to obtain the capsules was a handicap to the scheme, but it is their intention to advertise the product for the remainder of the season.

AMONG the stands visited by the Queen at the Olympia section of the British Industries Fair was that of the British Xylonite Co., Ltd., Hale End, London, E.4. During a tour



of the exhibits Her Majesty stopped at the company's stand and purchased three fitted dressing cases. One—as illustrated here—was in crystal and black (No. 9060). The other two are No. 9078 in their catalogue—one in pink nacretone, the other in blue.

PEARL GLEAM TOOTH PASTE.—Parker, Kislingbury & Co., Ltd., 65 Bishopsgate, London, E.C.2, have been appointed distributors of Pearl Gleam tooth paste, a preparation placed on the South African market about ten years ago by a medical practitioner specialising in the treatment of pyorrhœa. Sup-



plies of the dentifrice to retailers will be exclusively through recognised wholesale houses. Display material is now available, some of which, together with the standard pack of twelve tubes in a display outer, is shown in the accompanying illustration. Further particulars are available on request.

THOMAS LOCKER & Co., LTD., Warrington, makers of screens and screening equipment, have acquired, as a going concern, an old-established business of engineers and iron founders, specialising in plant for the soap and chemical industries. The engineering section of the business will be carried on as a separate entity, and is registered under the name Lockers (Engineers), Ltd. It will continue the production of agitators, autoclaves, mixers, dryers, and all plant for the chemical and associated trades, in addition to screens, conveyers, hoppers, chutes, and so forth. The works can give prompt service and maintain a special staff to handle breakdown jobs. The shops are equipped with the most up-to-date machines. The combination of the resources of Thomas Locker & Co., Ltd., and Lockers (Engineers), Ltd., will be able to handle structural steel work for screens, conveyers, elevators and material-handling

plant generally in addition to the already well-known "Locker Trayco" screens, feeders and conveyers, and "Locker Rotex" mechanical sifters. Lockers (Engineers), Ltd., will follow closely the policy of the parent company in offering—without obligation—the services of technical men in the solution of mixing, drying, cooling, boiling, screening, feeding and conveying problems.

FAREX CEREAL FOOD.—Glaxo Laboratories, 56 Osnaburgh Street, London, N.W.1, have introduced a new type of drum for their Farex cereal food. This container, which is fitted with a pourer lid, adds still further to the convenience of Farex as an invalid food. Moreover, it is clearly more hygienic in use. The food contains every dietetic factor essential for health, with the exception of vitamin C. In connection with Farex Messrs. Glaxo are about to publish a booklet (supplies



of it are available to chemists on request) which contains a selection of recipes for use when variety in a diet is required, but it should be noted that the addition of milk to Farex makes a complete meal in itself. A table in the booklet gives a list of vegetables and fruits in which vitamin C is freely provided and which will serve to make a Farex meal complete in every detail and, therefore, entirely suitable for a prolonged course without any other supplement.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1935, p. 323.

(From "The Trade Marks Journal," February 20, 1935.)

- "NURO"; for photographic plates and films (1). By Yuca Films, Ltd., 6 Paradise Square, Sheffield, 1. 556,389.
- "FAROLUX"; for photographic chemicals, etc. (1). By T. & W. Farmluc, Ltd., 19-23 Rochester Row, London, S.W.1. 556,450. (Associated.)
- "DEOXYLYTE"; for photographic chemicals, etc. (1). By Nobel Chemical Finishes, Ltd., Imperial Chemical House, London, S.W.1. 556,570. (Associated.)
- "SOENOL BONE MEAL" with design ("Bone Meal" will be varied); for chemicals (2) excluding soap. By Sofnol, Ltd., 62 Westcombe Hill, Greenwich, S.E.10. 556,951. (Associated.)
- "TRILENE"; for trichlorethylene (2). By Imperial Chemical Industries, Ltd., London, S.W.1. 555,874. (Associated.)
- "PUPPYVITE"; for veterinary preparations for dogs (2). "SPAVITE"; for medicinal chemicals (3). By C. Heaton, 3 King Street, Egremont, Walsley. 557,226/222.
- "LODYNIC BRAND" on circular design incorporating words "Capillary" and "Active"; for medicines for external use (3). By Research Products, Ltd., 12-13 Henrietta Street, London, W.C.2. 550,891. (Associated.)
- "MYCOLACTINE"; for a preparation for constipation, intestinal stasis and alimentary toxæmias (3). By The Anglo-French Drug Co., Ltd., 11 and 12 Guildford Street, London, W.C.1. B 553,847.
- "IRVOLAX"; for laxative medicines (3). By The Silf Co., Ltd., 39 Shaftesbury Avenue, London, W.1. 555,616. (Associated.)
- "AFROD"; for preparations consisting of galenicals and gland substances for neurasthenia or fatigue (3). By Brogirot Inc., 1482 Broadway, New York, U.S.A. 553,760.

- "HYPERDEST"; for medicinal chemicals (3). By Chemosan-Union und Fritz-Petzoldt A.G., 10 Köhlgrasse, Vienna III. 555,689.
- "MEDIBALM"; for ointment (3). By Savory & Moore, Ltd., 61 Welbeck Street, London, W.1. 556,239. (Associated.)
- "EUGENOZYM"; for enzymes (3). By Chemische Fabrik J. Blaes & Co., A.G., 38 Zielstattstrasse, Munich, Germany. 556,721.
- "ADEXILAN"; for medicines for internal use (3). By J. Nathan & Co., Ltd., 16 St. Helen's Place, London, E.C.3. 556,774. (Associated.)
- "WHITE WINGS"; for a preparation for travel sickness (3). By Grimwade, Ridley & Co. (Ipswich), Ltd., 47 Princes Street, Ipswich. 556,785.
- "OCEANS BREATH"; for liquid inhalants (3). By Raybould, Whitehouse & Co., Ltd., Wellington Road, Dudley. 556,821.
- "VANGIR"; for medicated tablets for constipation (3). By C. Robertson & Co., 22 Montgomery Street, Girvan. 556,995.
- "INVENOL"; for medicinal chemicals (3). By Bayer Products, Ltd., 31-34 Basinghall Street, London, E.C.2. 557,312.

Business Changes

MR. S. A. JACKSON, chemist and druggist, 84A Camp Road, Leeds, 7, is opening a branch pharmacy with optical department at 9 Chapeltown Road, Leeds, 7.

MR. F. GRAHAM, chemist and druggist, has acquired the business of the late Mr. John H. Robinson, chemist and druggist, Exchange Station Pharmacy, Tithebarn Street, Liverpool. Mr. Graham served his apprenticeship to Mr. Robinson.

MR. F. NORMAN SMITH, chemist and druggist, and MR. RALPH A. SMITH, chemist and druggist, are opening a pharmacy and optical establishment at 66 Bury Old Road, Crumpsall, Manchester, under the style of F. & R. Smith, chemists and opticians, New Parade Pharmacy.

Personalities

MR. WALTER S. CLOUGH has been appointed sales manager of T. F. Bristow & Co., Ltd., Colindale, London, N.W.9.

MR. H. J. EVERETT, chemist and druggist, Park Gate, Southampton, has been elected chairman of the local traders' association.

ALDERMAN C. A. CRITCHLEY, Ph.C., Mayor of Blackburn, has been elected president of East Lancashire Workpeople's Hospital Fund.

MR. OLIVER J. BARLEY, chemist and druggist, Thame, Oxon, has been elected a member of the committee which is arranging the local celebrations for the King's silver jubilee.

MR. L. A. HADDOCK, M.Sc., A.I.C., has recently joined the staff of the analytical laboratories of Potter & Clarke, Ltd., manufacturing chemists, London, E.1. Mr. Haddock obtained his B.Sc. degree with first-class honours in chemistry in 1928.

MR. MAX BEILES, M.P.S., managing director of A. H. Wardle & Co. (Uganda), Ltd., chemists, Kampala, has recently arrived in this country and is staying at the Regent Palace Hotel, London, W.1. Mr. Beiles travelled by air, the journey occupying five days (against three weeks by the older routes).

SIR GEORGE NEWMAN, K.C.B., M.D., chief medical officer of the Board of Education since 1907, and of the Ministry of Health since 1919, is retiring on March 31. Sir George will be succeeded by Mr. Arthur Salusbury MacNalty, M.D., a senior medical officer of the Ministry and deputy to the chief medical officer.

Births

Notices for insertion in this column must be properly authenticated.

KEMP.—On February 18, Mabel, the wife of John W. Kemp, chemist and druggist, 8 York Place, Balls Road, Birkenhead, of a daughter.

Marriages

GORDON—HORNE.—At Aberdeen, on February 14, Alexander M. Gordon to Jeannie Horne, chemist and druggist.

Deaths

ABBOTT.—At Knaresborough, on February 6, Mr. Robert Bradley Abbott, chemist and druggist, aged thirty-one.

ANDREW.—On February 17, Mr. James Andrew, retired chemist and druggist, "Grayrigg," Falkland Road, Southport, aged sixty-one. Mr. Andrew formerly carried on business in Southbank Road. He was a life governor of the Southport Infirmary and a member of the Victoria Lodge of Freemasons. Representatives of these organisations and of pharmacy were present at the funeral service.

BARTON.—Recently, after a brief illness following pneumonia, Mr. Ernest Alfred Barton, chemist and druggist, 13 Alderman's Hill, London, N.13. Mr. Barton was one of the original members of the North London Pharmaceutical Association, and had one of the highest class of business in North London. It might be said that his hobby in life was to develop and maintain his original conception of what pharmacy should be. Mr. Barton was born at Healdtown, South Africa, in 1878, and came to England in 1882. He was educated at Woodhouse Grove School, where he matriculated and won a scholarship at Leys School, Cambridge. He served his apprenticeship to Mr. Walton at Hampstead, and qualified from the London College of Pharmacy in 1900, where he was medallist in materia medica. He acted as assistant in the West End with J. B. Barnes & Son, Bradley & Bourdas, and Savory & Moore, and spent some time in the South of France. He acquired the business at Alderman's Hill in 1903, where he soon became known as an outstanding figure in North London pharmacy.

He was also a promoter of the local Chamber of Commerce and the Rotary Club. Mr. Barton leaves a widow and many friends who mourn his loss.

BENTLEY.—Recently, Mr. John Ernest Bentley, chairman of the directors of Ridalex Chemists, Ltd., 242 Lytham Road, South Shore, Blackpool.

DONALDSON.—At 26 Harbour Street, Hopeman, on February 15, Mr. John Donaldson, chemist and druggist. Mr. Donaldson qualified in 1905.

FREEMAN.—At St. Leonards-on-Sea, on February 8, Mr. Alfred Percy Freeman, chemist and druggist, aged sixty-two.

THOMAS.—On February 22, Mr. Henry Copeland Thomas, chemist and druggist, managing director of J. Thomas (Garstang), Ltd., wholesale and retail chemists, Garstang, aged forty-four. After war service Mr. Thomas returned to Garstang to manage the chemist's business which had been in the family for over seventy years. This old-established business was, more than a century ago, owned by an apothecary. Mr. Thomas was chiefly instrumental in forming the Garstang Tradesmen's Association, of which he was joint secretary till recently. He was a pioneer in introducing cod-liver oil into poultry feeding in Lancashire, and owned an experimental poultry farm started by his father.

Wills

MR. ROBERT ROBERTS, 323 Walworth Road, S.E., chemist and druggist, who died on November 9 last, left estate gross value £8,513, with net personalty £2,880.

MR. CHARLES RUNDLE, 5 Nevada Villas, The Mount, Par, Cornwall, pharmacist, who died on December 12 last, left estate gross value £1,054, with net personalty nil.

Coming Events

Monday, March 4

West Kent Chemists' Association. Meeting. Short papers by members.

Tuesday, March 5

Guild of Public Pharmacists, Manchester Branch, Grand Hotel, Manchester, at 7 p.m. for 7.30 p.m. Annual dinner and dance. Tickets 5s. each.

Hull Chemists' Association and Hull and District Branch of the Pharmaceutical Society. H.P.S.A. evening.

Pharmaceutical Society of Great Britain, Birmingham and District Branch, Scientific Section, Imperial Hotel, at 8.30 p.m. Mr. Garfield Thomas (biochemist to Birmingham General Hospital) on "Insulin" (lantern lecture).

Wednesday, March 6

Pharmaceutical Society of Great Britain, Anglesey, North Carnarvonshire and Colewyn Bay Branch, North-Western Hotel, Llandudno, from 7 p.m. to 1 a.m. Annual dinner and dance.

Pharmaceutical Society of Great Britain, Bedfordshire Branch, Bridge Hotel, Bedford, at 7.30 p.m. Annual dinner and dance.

Pharmaceutical Society of Great Britain, Eastbourne and District Branch, Grand Hotel, Eastbourne, at 8 p.m. Dr. H. E. Archer (pathologist to St. Bartholomew's Hospital) on "The British Pharmaceutical Codex."

Thursday, March 7

Guild of Public Pharmacists, Liverpool Branch. Visit to the laboratories of R. Silcock & Sons, Ltd., at 7.30 p.m. Members to meet at 44 Upper William Street.

Manchester Pharmaceutical Association and Manchester, Salford and District Branch of the Pharmaceutical Society, Victoria Hotel, Deansgate. Ten minutes' papers by members.

North London Pharmaceutical Association, The Manor House, Finsbury Park, London, N., from 8 p.m. to 11.45 p.m. Social. Tickets 2s. 6d. each.

South-East London Chemists' Association, Hotel Metropole, Northumberland Avenue, London, W.C., at 6.30 p.m. for 7 p.m. Annual dinner and dance.

Friday, March 8

Pharmaceutical Society of Great Britain, North British Branch, 36 York Place, Edinburgh, at 8 p.m. Meeting adjourned from February 15.

LONDON CHEMISTS' GOLFING SOCIETY.—The annual dinner and dance will be held at the Trocadero Restaurant, London, W.1, on March 14. Tickets, 12s. 6d. each, from Mr. W. E. Cane, 10 Gloucester Road, S.W.7.

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Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-
hand suppliers of the undermentioned articles will be appreciated.

L/26. Entromol
A/27. Glycologue jelly
S/20. June Devon face cream
C/26. Lacey's dentifrice
S/26. Mineralax

S/26. Moorgettes spraying mix-
ture
D/13. Ozeline veterinary blister
B/27. Roxbury corn caps
B/26. Sunbeam vacuum flasks
B/27. Viggoroid

THE CHEMIST AND DRUGGIST

VOL. CXXII.

March 2, 1935

NO. 2873

We Speak for the Drug Trade

EARLY in October last year the Import Duties Advisory Committee issued a notice stating they had received applications for some forty crude drugs to be added to the Free List under the Import Duties Act, 1932. Interested parties were invited to make representations on the subject on or before October 25. Based on past experience, it was estimated that the Committee's decisions, in the form of a Treasury Order, might be expected towards the end of November. However, with no developments by the end of that month, the trade, importing, distributing and consuming, was being badly disorganised on account of the uncertainty as to when the 10 per cent. duties might be removed. The City of London brokers, importers and exporters, and merchants appealed to us to assist them in urging the authorities to expedite their decisions. We organised a Drug Trade Petition, which was supported by all the leading firms concerned. This document was duly forwarded to the Advisory Committee (*C. & D.*, December 8, 1934, p. 707). Early in January we forwarded a further communication to the Committee, in which we pointed out the damaging effect the continued delay in the issue of their decisions on the applications was having on all branches of the drug trade. In this and other communications we stressed that the uncertain conditions of the past five months had reduced business in these commodities to a minimum; no branch of the trade being willing to carry a hazard of 10 per cent. on the cost of these commodities.

Further Representations

Up to the end of January our efforts had not met with success, and we were requested by the trade to ask that a deputation be received by the Advisory Committee. This was arranged and representatives of the trade were received by the chief officials of the Committee on Friday, February 15. The deputation was introduced by a representative of *THE CHEMIST AND DRUGGIST*, who also submitted the views of the trade on the matter, stressing particularly the urgent need for action to be taken that would clear up the present intolerable and unfair position of uncertainty on the question of duty. The trade representatives were able to reply to a number of queries raised and the interview, which lasted well over an hour and had proved very useful to both sides, concluded with a promise that our representations would receive very careful consideration, and that the Committee's decisions might be expected to be issued without much further delay.

The Result

The issue this morning of a Notice by H.M. Treasury, particulars of which will be found on p. 245 of this issue, authorising the addition to the Free List of the majority of the commodities in question, and notifying that the remainder of the applications had been rejected, affords us some satisfaction. Accompanying the Treasury Order is a

communication from the Import Duties Advisory Committee, advising that calabar beans, cummin fruit, anise and chamomile flowers were not recommended for exemption from liability to the 10 per cent. *ad valorem* duty. After a long period of uncertainty on the question of liability to duty, the trade will now resume under normal conditions. The delay has been unusual, and we do not propose at this juncture to comment upon it or to offer any explanation; it is sufficient for the moment that we have been of service to the trade by expediting the issue of the Committee's recommendations. Quite apart from providing its readers with a regular review of the latest trade developments and news, which must be complete and efficient, the many other services which a leading independent trade journal, such as *THE CHEMIST AND DRUGGIST*, is called upon to perform cover a wide range of subjects. It is, however, probable that the service we have been able to render to all branches of the drug trade in this instance—one which will be helpful to importers, exporters, distributors, manufacturers and retailers—is unique in the annals of trade journalism. It is gratifying to us that, as has always been the case for many years past, the drug trade continues to place its full confidence in their trade journal to assist them in such difficult matters as this undoubtedly was; it is also satisfactory to find that the authorities welcomed our acting as an independent and reliable medium to voice the opinion of the trade.

Fine Chemicals at the Fair

To those who know the strength and importance of the fine chemical industry of this country a visit to Olympia can be nothing but a disappointment, and to those who have no knowledge of it, the few exhibits at this year's British Industries Fair must give a very false impression of its growth during recent years. Here is an industry essential to the safety of the nation in times of peril and one on which the development of practically every branch of manufacture and science is to some extent dependent represented by some half-dozen firms at our annual national industrial exhibition. Who is at fault? The industry or the organisers of the Fair? While other trade sections are reported to have increased the number of their exhibits during the past few years "fine chemicals" has gradually dwindled almost to vanishing point. Do the authorities realise it is one of our basic industries and that it should take precedence over most others on the question of space, and do they appreciate that the scope of production and the quality of the manufactures is now equal to any in the world? We hope that, when arrangements are being made for next year's Fair, the fine chemical manufacturers will, through their Association, endeavour to impress upon the authorities that, as a national industry, they are more likely to show the world their full strength and capacity when adequate facilities are provided for doing so. The splendid exhibits of the few firms showing this year lead us to believe that, under favourable conditions, "fine chemicals" might well be one of the outstanding features of future Fairs, commanding the attention of the world. We believe the Fair is a proved commercial success and that space taken up by exhibitors is a sound business investment. We know that the Association of British Chemical Manufacturers has always taken a keen interest in the chemical sections but, for some reason, they have not received much support from their members. We appeal to all manufacturers of fine chemicals to exhibit their products at next year's Fair.

What Organised Pharmacy Can Do

ON February 21 Mr. H. N. Linstead, secretary and registrar of the Pharmaceutical Society, addressed a joint meeting of the Manchester Pharmaceutical Association and the local Branch of the Pharmaceutical Society at the Victoria Hotel, Manchester. Mr. H. Brindle, B.Sc., was in the chair. Prior to his address Mr. Linstead presented with a cheque for £12, the proceeds of a dance organised by the local Branch of the Guild of Public Pharmacists and the Junior Branch of the Association. Mr. Linstead expressed his thanks and said the effort would be greatly appreciated in London.

Mr. Linstead's Address

MR. Linstead said he intended to discuss in a general way what the Society was doing for pharmacists. It might be that Bloomsbury Square was unfamiliar to many, and they might wonder what the Council and staff were doing every day of the week. Much was done by the Council and staff that did not get known to many members of the Society. They were trying to do what chemists as individuals could not do. If they wished to promote a Bill, or oppose one, they were helpless as individuals. This could only be done by organisation, and this was what the Society was doing.

Mr. Linstead explained, in this connection, what had been done when the Pharmacy and Poisons Bill was before Parliament. More recently there had been negotiations over a Bill designed to regulate in some way the worst types of proprietary medicine advertising. All but an infinitesimal fraction of the advertising was perfectly legitimate, but this was jeopardised by the claims of a very few that could not be justified at all. There was a danger, he said, of the Government introducing a Bill to control proprietary advertising, and this might adversely affect every chemist who sold his own cough mixture. The Society was quietly negotiating with all parties interested in and connected with the manufacture, distribution, and sale and advertising of proprietary medicines, with the intention of drafting an agreed Bill dealing solely with the bad type of quack advertising. There would be every prospect of the Government accepting a Bill of that kind.

The speaker went on to discuss the prospects of a possible scheme of a British Medical Association public medical service, where, in return for certain weekly payments, the patients would receive medical advice and treatment. Benefits would not include things like malt and oil and liquid paraffin. The schemes were sponsored by the B.M.A., but were worked by committees locally. In response to representations made by the Society and the National Pharmaceutical Union the B.M.A. Public Service Committee were of opinion that co-operation of chemists would be advantageous to the scheme. The chemists were in touch with the public. Pharmacists could be centres for either advertising the schemes or discouraging them. The dispensing service must be on similar terms to National Health Insurance work. On the model B.M.A. scheme a clause was included recommending committees to arrange some co-operation regarding dispensing. "Headquarters have made the opportunity; it is up to the members, yourselves, to press your claims forward when any public medical service scheme is introduced. Many chemists," continued Mr. Linstead, "are not aware of the amount of work done in the Pharmacological Laboratories. There they are testing all medicaments that could not be tested by chemical processes—standardisation of squill, digitalis, vitamins, etc. The expenditure has been criticised, but I am sure it will be justified in time."

If they wished, he said, to get privileges from the Government they must deserve them. With the Laboratories they were providing why should not further privileges be granted? Much scientific work was being done for which pharmacists were responsible. This was one of the foundations on which the future of pharmacy would be built. Mention was made of arrangements made with a view to increasing facilities for obtaining the latest publications from the library. In the Codex they had probably the finest pharmaceutical book of reference in the world. It would be up to the chemist to popularise the book in the profession. He could say little about the Pharmacy and Poisons Act, 1933. The members had seen the draft Poisons List and Rules suggested by the

Poisons Board. All he could say at the moment was that chemists, carrying on their businesses in conformity with the present Poisons Regulations, need have nothing to fear in any Rules that might be adopted. Sitting on the Poisons Board, he realised how difficult it was to understand the drafting of rules. Either the Society or the N.P.U. would be able to produce a simplified explanatory statement for the use of members.

Mr. Linstead made a reference to the work of the Statutory Committee and the building of new headquarters. What they had endeavoured to do was to indicate to members that the Council were doing everything they could for the chemist in business. "We cannot run your business for you; for this you must trust yourselves and your personality."

Discussion

In the discussion which followed, Mr. STEINMAN asked if anything could be done under disciplinary powers of the Statutory Committee to check the advertisements of multiple firms reflecting upon the skill of private chemists. How was it, he asked, that Professor Gunn was able to criticise the granting of increases of salary by the Council? Why did the Journal accept advertisements for qualified men quoting salaries of £150 per annum?

MR. Linstead replied that if they read the advertisements complained of very carefully they would find nothing of which serious exception could be taken. The counterblast would be a national campaign by chemists themselves. This the N.P.U. had undertaken to do on their behalf, but for lack of support it had to be abandoned. All that Professor Gunn had said was that increases of salary were passed in Council very quickly. He explained that each increase had been discussed by three committees comprising three-quarters of the Council, and their recommendations were usually accepted by the Council. The acceptance of advertisements by the Journal for qualified men at £150 per annum would be inquired into.

Replying to Mr. CRONIN, MR. Linstead said that the receipts and expenditure of the Educational Department were taken together, and there was always a surplus on the right side. Their School or College need not be regarded as being subsidised from the subscriptions of the members. Mr. Cronin had asked him to explain how a ballot could be "wangled." It was not for him, Mr. Linstead, to explain the suggestion that came from someone else. It was impossible to have a referendum except on a question couched in the simplest language. They had elected a Council to act on their behalf.

Replying to Mr. ABRAMS, MR. Linstead said that on the new building there was little to say. Up to now they had bought the site in Brunswick Square, but the discussion on the size and cost of the building was entirely premature. Mr. Abrams had suggested that, instead of building headquarters in London, they should have branches in some of the larger centres like Manchester. Fifty years ago something might have been said for such a place or places, but so far as distance was concerned the world was getting smaller every year. As to the suggestion that examinations should be held at convenient provincial centres, as was done in the written part of the examinations, this was impracticable. The work was too responsible and they had to retain the practical part of the examinations in their own hands, at Edinburgh and London.

Replying to Mr. WRIGLEY's suggestion that the Society should take steps to remedy overcrowding of the craft by restricting the number of entrants, MR. Linstead said there was no hope of Parliament limiting artificially the number of entrants into pharmacy. In certain callings trade unions were able by pressure to limit the entrants, but he did not see how this could be done in pharmacy to-day.

A vote of thanks to Mr. Linstead was proposed by Mr. E. WALTERS, vice-president of the Association.

THE death is announced of Dr. F. S. Pitt-Taylor, of Blackpool, a medical practitioner of strong and sometimes unusual convictions. Dr. Pitt-Taylor had his own ideas concerning the English language, using, for instance, "nilgentlemanly" for "ungentlemanly." In a recent interchange of correspondence with Blackpool Insurance Committee he strenuously put forward his own ideas of writing medical certificates.

The Future of Pharmacy and the N.P.U.

Notes of an address delivered before the Birkenhead and Wirral Pharmacists' Association on February 13, by Mr. E. A. Atkins, Ph.C., chairman of the Executive of the National Pharmaceutical Union

MR. ATKINS said he did not want to speak about what the N.P.U. had done. The future of pharmacy depended upon the rank and file waking up to the possibilities of the weapon they had. They had the finest trade organisation in the world in the N.P.U., and their members numbered about 8,000. In addition, they had supporting them a large number of well-known wholesalers and manufacturers. The lack of interest shown by the pharmacist in the efforts made to assist him, said Mr. Atkins, was amazing. They proposed national advertising, but from the beginning he was afraid. He was disappointed that the N.P.U. did not fix the figure at £5 per head. If 5,000 pharmacists had subscribed this amount, they would have had the figure they wanted. They were told afterwards by a leading advertising expert that £25,000 would have given them anything they wanted. They were out for £10,000, and were told that with this sum they should be repaid in five years in increased sales. They would hold an advantage in their advertising over the stores because the stores were out to get something and the N.P.U. were out to protect something. And after all, continued the speaker, the last £2,500 came in so slowly that they dared not depend on their members to give them the support they required for even five years. That scheme might come up again, but, speaking for the Executive, it would not come from them. It would have to come as a general demand from the pharmacists themselves.

Yet, continued Mr. Atkins, they were trying one or two schemes. They all knew that at the last conference their representatives agreed to a proposal that they should use a standard pack for certain classes of articles in order to compete with the chain stores. On approaching the wholesalers, to their surprise they were told that their prices were too low. On pointing out that this surely could not be so, as their prices were higher than those charged by the chain stores, the wholesalers replied that they could not put them up to pharmacists at the price. The trouble was that pharmacists would insist upon having their names on the bottles, and they could not do this on a competitive basis at the small quantities required. If they could agree upon a standard pack *minus* this separate labelling, manufacturers could place a pack on the market at a competitive price.

A Magazine Scheme

The Executive had accepted another scheme. Their secretary would shortly receive notice that a certain well-known publishing firm was bringing out a very beautiful ladies' magazine. He said this because it certainly was the most beautiful magazine of this description he had ever seen. The secretary would be asked to send up the names of any men whom he thought would be interested. So far as arrangements were at present he thought they would have to agree to take 100 per month, and they would cost them one penny each. They could easily sell them for 6d., but if they took his advice they would give them away. It was a first-class magazine and would be sold only through the individual pharmacist. A stipulation made was that no advertising for chain stores appeared in the magazine. That was as far as they had been able to go up to the present.

Even with that and even with advertising, said the speaker, they were up against it. Most of them would have seen that a new form of competition had recently arisen. With chain stores branching out in various parts, they at least comforted themselves that they had the back streets, and congratulated themselves that they were able to keep the back streets. This new company, however, had altered all that. Instead of opening new premises they were buying old-established businesses. He believed it had started off with thirty-five, and it was stated that its immediate object was to make this number up to 250. What could they do, he asked, to stop this eating up of one business after another. From a numerical point of view they were no worse off than they were years ago. There were still as many private

chemists in the profession as before. But they had not only lost the key positions, but were at the mercy of any financier who cared to invest his money in the business.

The Way Out

There were one or two ways out. There might be a legislative way out. He was speaking to the member for his borough a short while ago on the subject, and pointed out to him the encroachment of the chain stores, and the tendency for groupings, and the political significance of this movement. If this state of things continued for a number of years to the time when most businesses in this country were swayed by financiers, and the small owner was replaced by managers, there would be a political sequel. This M.P. had replied: "Yes, you are right and some of us have seen the danger, but it is absolutely impossible to do anything." At the present time they could not do anything for the small trader on the floor of the House, because specious arguments were brought up that the big stores were able to render a better service, etc., than the small owner. But in pharmacy they were in a different position, as they were members of a legalised profession. They had not received official recognition for nothing, but for the work of the individual pharmacist in the past, and he believed that if they were to go to Parliament and ask for special powers they would be given a sympathetic hearing. The member suggested that he should go right away and draft out a Bill, and that was what they were doing.

Dealing with the suggestion of a speaker at a recent dinner that they should raise the standard of education, Mr. Atkins asked whether they thought the young men who were coming on, and could see no chance of getting a pharmacy of their own, would consider it worth while under such conditions? When an apprentice came to him now and asked him what the chances were in pharmacy, he hated to say because he did not know. He did not feel very happy if he had to tell him that after passing through all the examinations he might possibly earn £4 or £5 per week. There was another way out. He mentioned before that they had the finest trade organisation in the world. In addition, they had the support of a number of manufacturers and wholesalers. Would it surprise them, he asked, to know that at least one of those firms was seriously considering dropping its drug side and developing its specialities. Their problem was the same as that of the wholesaler. When a thousand small shops were wiped up by the chain stores, who put in their own special lines, the wholesalers lost a thousand customers, and if the individual pharmacist was going to be wiped out, they were going to be wiped out too. The wholesalers would naturally look elsewhere for a market for their goods. Suppose, he said, these firms were to join in one big combine and they as individual pharmacists were to be their customers, did they not think it would be possible to compete successfully with the chain stores?

They had all seen four lines sold by Woolworths. The N.P.U. had asked one or two firms if they could meet this. The reply was "Not at present, but if we were supplying the whole trade we could." That was how matters stood, and he reminded members that if they could not agree to something of this nature, both they and the wholesalers would lose. He had had a talk with one or two of the leading men in the trade, and they had said that the time had come when they would have to consider the position. "Suppose a definite proposition was to come forward," said Mr. Atkins, "what are you people going to do? I am frightened of what you people will do. Even if we could go so far as to say we have got sufficient support and we can go and be tied to a certain house, and if we were going to pay your debts and make a charge of 5 per cent. on that money (although this would obviously not apply to all), yet I know that some of you will say 'Yes, but I can get such and such a thing from so and so cheaper.'"

The biggest obstacle in the work of the N.P.U. was its

members. They had to get it into their heads that the N.P.U. was themselves and not just the Executive and officials, and that they were not going to do anything unless each man pulled his weight. Some of them would say they could not help, but if they went away with that idea they would have wasted the speaker's and their own time.

Discussion

In the course of discussion Mr. P. GRANT asked what would be the position of the small wholesaler in the event of an amalgamation such as Mr. Atkins foreshadowed? Mr. Atkins, in reply, said that it amounted to a question of whether they were going to look after these small wholesalers or after the pharmaceutical profession. What were they going to do? If the positions were reversed, what would the small whole-

saler do, would he consider the pharmacist? There was certain type of small wholesaler who went behind the back of the big firms and supplied goods to all manner of people.

Mr. J. WATERWORTH asked what the suggested magazine consisted of as regarded literary contents. Was it purely ladies' magazine? In the course of his reply, Mr. ATKINS said that it would be a ladies' magazine and was being produced by a very good firm.

Mr. STEPHEN JONES said they had heard one of the downright addresses it had been his privilege to listen to, and he himself had thoroughly enjoyed every minute of it. He had opened up new angles of thought for all of them, and thought it better for them to hold back and consider the points Mr. Atkins had raised. Chemists were in a rut. He appealed to them all to come together and protect themselves. He proposed a hearty vote of thanks to Mr. Atkins.

Mr. ATKINS replied.

The Pharmacy League's Annual Meeting

ALTHOUGH there was not a large attendance at the first annual general meeting of the Pharmacy League, held at 17 Bloomsbury Square, London, W.C.1, on February 26, this fact did not affect the enthusiasm of the leaders of the movement. There was a spirited discussion regarding the age limit imposed by the League, but the advocates of an organisation of younger pharmacists succeeded in carrying their point. Mr. Hope-Evans presided.

Mr. H. G. TIBBETT (treasurer) presented his report, pointing out that the League had only one source of income, members' subscriptions, but although they had only had a small income they had managed very well on it. There was a bank balance of £10 13s. 6d., which, he thought, was very satisfactory. (Applause.) The accounts were adopted.

Mr. J. H. CARTER (general secretary) reminded the audience that there were two secretaries of the League, and said he would leave Mr. Neville Browne to deal with their organisation's achievements. With regard to the system of management of the League's affairs through territorial secretaries, some members of the Committee were still of opinion that it should have been a success, but they had to confess it was a failure. They had learned that some of the territorial secretaries were young and in "digs," and it was rather a complicated matter for anyone so placed to entertain ten perfect strangers. The success of the Committee meetings had been due in great measure to the hospitality of Mr. Browne and Mr. Tibbett. They had realised, too, that enthusiasm was not enough, while in some instances even enthusiasm had been absent. The thanks of the League were due to those territorial secretaries who had obtained new recruits and held meetings. Still, they were forced to admit that the territorial secretary system had not worked, and to recommend some other method of keeping in touch with members. During the past year there seemed to have been a greater need for the work of the League than ever before. Almost every week letters were appearing in the pharmaceutical Press from writers who were disgusted or dissatisfied at the way matters were allowed to drift. The general opinion was constantly expressed that something must be done, and that pharmacists should combine. These arguments showed the need for some such organisation as the League, which he thought had a definite duty to perform. The Committee believed that there were men all over the country who were of the same opinion, and wished to urge on members the duty of carrying on with the organisation, and enlarging its scope. The report was adopted.

Mr. NEVILLE BROWNE stated that the League had held ten Committee meetings since last February. The first year of the League had been mainly one of organisation and recruiting. In connection with the last Council election the League sent a *questionnaire* to the fourteen candidates, and received replies from twelve. They recommended votes in the case of certain of the candidates, and the result of the election was undoubtedly largely influenced by the League's activity. It was to be hoped that the spade work which had been done in launching the League would reach fruition through the efforts of the new Committee. Mr. Browne proposed the following resolutions:—

That Rule 3 shall read: "Membership shall be open and restricted to members of the Pharmaceutical Society during the first twenty-one years of accepted qualification."

That Rule 4 shall read: "All affairs of the League shall be managed by a Committee consisting of nine members, having regard to

the desirability of all sections of pharmacists being reasonably represented thereon, four members to form a quorum."

Mr. W. ATKINSON put forward an amendment that membership of the League should be open to members of the Society without any restriction as to age. If they wanted to be solid in the interests of pharmacy they ought to get as many members as possible to join the League.

Mr. HARRISON seconded the amendment.

Mr. NEVILLE BROWNE said the Committee felt that to open the League to any member would defeat the whole idea behind it. Throughout the whole country there was the urge for younger men to get together, and the Committee hoped to go on as an organisation of younger men. The older men were still able to belong to the various associations.

THE CHAIRMAN said that the function of the League was to organise the younger men. If they could do that they would become a greater force in pharmacy than anyone had yet realised, but it would be realised before very long.

Mr. USHER suggested that the proposed age limit might be raised slightly, and urged that it should be fifty-five. Older men had a great deal of influence in many cases, and had also usually a fair amount of time at their disposal. He thought fifty-five was about the right age at which to fix the limit.

After further discussion the members present were balloted, but only six voted for the amendment while sixteen voted against it, and it was declared lost. The resolutions were then put to the meeting and carried.

Messrs. E. Neville Browne, J. T. Hope-Evans, F. S. J. Begg, N. Dewey and J. H. Carter had already been re-elected to the Committee, and they were given power to co-opt the following:—Messrs. M. M. Davis, W. H. Usher, W. R. McGeorge, W. Atkinson, W. J. German and J. D. Heywood.

THE CHAIRMAN said that if the League carried on with the courage and enthusiasm with which it began there was no power that could stop its progress. It had proved that there was a nucleus among the rising generation of pharmacists who were determined to better conditions in pharmacy, and he thought the time could not be far off when there would be a reconstitution in the ranks of pharmacy. The League had already made itself felt, and would continue to exert an influence.

A vote of thanks to the chairman concluded the meeting.

"O.K." RECEIVES LEGAL STATUS.—"In a judgment given yesterday [February 21] by the Judicial Committee of the Privy Council . . . Lord Russell said that without some assistance in the way of evidence their Lordships might have found themselves in a difficulty, and all the more so since the origin of this commercial barbarism, which, according to the Oxford Dictionary, was already in use as far back as 1847, was variously assigned in different works of authority. The general view seemed to be that the letters 'O.K.' came from the United States of America and represented a spelling, humorous or uneducated, of the words 'all correct.' Another view was that they represented the Choctaw word 'Okech,' which signified 'So be it.' . . . The only conclusion at which, in their Lordships' opinion, it was possible to arrive was that the letters 'O.K.' on the delivery orders and invoices meant substantially what the manager of the rice mill said that they meant—namely, that the details contained in those documents were correctly given."—"The Times," February 22.

Marketing British Proprietary Articles in South Africa

the following article Mr. John Christie, President of the South African Pharmacy Board, gives some valuable hints to British Manufacturers

DURING my stay in England I have frequently been asked about the condition of pharmacy in South Africa, particularly with regard to the state of trade, prices and the position in that country of British packed goods and proprietary articles. South Africa in common with Great Britain is suffering from the competition of the bazaars and other stores which are exploiting the proprietary medicine business to the detriment of both the chemists and druggists and the manufacturers. Many of the nationally advertised proprietaries are being cut



MR. J. CHRISTIE

to net cost and, in some cases, even below that. Efforts have been made by the chemists' associations and certain manufacturers to secure minimum price maintenance, and this has met with a certain degree of success. In some outstanding instances chemists are now receiving full prices. If patent medicine proprietors in England value the South African market, they should co-operate to the fullest extent with the South African pharmacists' associations. Perhaps a few words as to how this could best be done may not be amiss. Manufacturers should carefully choose their agents and should confine them to chemists, or, better still, establish their own depots. Chemists in England may be surprised to learn that many important proprietary agencies are held by firms who otherwise have no association or sympathy with pharmacy, and in some cases are actually antagonistic to the chemist. A number of well-known firms have established their own depots in Johannesburg, and I am sure they are reaping the benefit of direct contact with the market and the chemists. English manufacturers should remember that South Africa is developing rapidly the manufacture of all classes of goods and that the pharmaceutical side is no exception. A number of excellent proprietaries have been put on the market by South African chemists, and these manufacturers see that their lines are protected against cutters. The necessity for printing labels and circulars in the two official languages, i.e. English and Afrikaans, is not appreciated by a large number of the English proprietary manufacturers. I cannot sufficiently emphasise the necessity of this, as the Dutch population is very sentimental in this regard, and very touchy on what might be considered the ignoring of their language. It is also a good idea to print in at least one well-known native language, as the native is developing steadily and is a good market for proprietary medicines. It is as well to remember that the native population is over five millions and the white population is one and three-quarter millions, 60 per cent. of the latter being Dutch and 40 per cent. English speaking. If English manufacturers wish to make further inquiries, they should communicate with the Associated Pharmaceutical Societies of South Africa, as this body is fully representative of the pharmacy. The president is Mr. D. S. B. Anderson, of Johannesburg, and the secretary is Mr. W. Last, of Johannesburg.

TURPENTINE AS ANÆSTHETIC IN ERROR.—The official report of the proceedings of the House of Commons on February 26 gives the text of questions addressed to the Financial Secretary to the War Office (Mr. Douglas Hacking) regarding the illness of a private soldier to whom was administered in error an injection of "turpentine" as a local anæsthetic in the course of an operation on the teeth. The Financial Secretary described the occurrence as a grave mistake, and added that suitable disciplinary action in the matter has been taken.

Turtle Oil Creams

By C. Doubleday

FOR only two years has turtle oil received notice in this country, perhaps the odour had something to do with the neglect—the price certainly had. The deodorised oil is now obtainable, but at a price of 60s. per gallon of 7½ lb. Obviously it is not within reach of a sixpenny public—provided the label is truthful. The clarified has a bland odour suggestive of cod-liver oil, but not nearly so tenacious. Attempts to mask the odour of the non-deodorised, when employed in sufficient quantities to claim a turtle oil cream, are futile. A much better result is obtained by toning with ylang oil or some other bland odour. Sandalwood is not successful.

Being of such recent introduction, information regarding it is somewhat scarce, but from the results of twelve months' observation turtle oil can be cited as being beneficial to the complexion, and mixed with other nutritive oils an ideal anti-wrinkle cream can be claimed. A marked improvement was shown after only six months' treatment. Used by itself the oil is somewhat trying to tender skins, but at the same time it exercises a slight astringent action. As a matter of fact, a naturally oily skin can apply it 100 per cent. strong without an increase of the oily appearance. For these reasons it is better to use, at the most and for the average skin, 50 per cent., the rest of the formula comprising such oils as almond, or olive, with lanolin, plus a stiffening agent such as beeswax. The assimilation of vegetable oils, and lanolin, is greatly assisted, as turtle oil is completely absorbed (economy in use could be one of the selling points). Regarding creams, it must be noted that turtle oil has a very low melting point, at 15° C. it is just pourable, at 20° C. liquid, at 25° C. liquid and clear. These temperatures vary slightly in oils from different sources, but if the variance is marked, buyers could be excused for suspecting adulteration. An attempt to anticipate this was made with peach kernel oil and cocoa butter, the latter blending well with the oil. When matched at 10° C. the higher temperatures "upset the salt"; when matched at 15° C. the lower temperatures did likewise. Deodorised oil is, however, harder, and it is advisable to get a guarantee of purity until a standard is known. Neither oil, deodorised or clarified, is granular to the feel between the fingers at 10° C., although each has that appearance.

Anti-wrinkle Cream

	A	B
Turtle oil	50	30
Almond oil	27	46
Lanolin	15	16
Beeswax	8	8

The most suitable preservatives are the hydroxybenzoic type. Melt the beeswax and lanolin in a water bath, add the almond oil, heat until clear. Remove from the source of heat, and stir in the turtle oil. If it is found necessary to reheat, care must be taken not to exceed the melting point of the whole, as turtle oil is not improved by being subjected to high temperatures. In formula B enough turtle oil is included to claim the title, but in this case the object is as an aid to assimilation of the others. As the commonly accepted skin food is creamy-opaque, water and borax can be used if the beeswax be slightly increased, the addition being:—

Distilled water	20
Beeswax	1
Borax	0.02

Heat the water slightly above the temperature of the cream, add, stir well and transfer to a mortar and mill until a smooth cream is produced.

MERCANTILE YEAR BOOK, 1935.—The forty-ninth annual appearance of "The Mercantile Year Book and Directory of Exporters" is a welcome event. The book lists the names of export merchants in this country and the chief European countries, and of importers in all parts of the world. The manufacturer sees at a glance the channels through which business with given overseas customers may be arranged or payment made. The publishers are Lindley-Jones & Brother, Ltd., 32 Bishopsgate, London, E.C.2, and the book of over 1,000 pages is published at 20s. 6d. post free.

Electrolytic Manufacture of Potassium Permanganate

POTASSIUM permanganate is a salt which for long was considered difficult to produce commercially by electrolytic methods. The peroxidation of the manganese did not appear to be a simple problem, although it was known that the oxides of manganese could be obtained anodically. The fusion process, whereby potassium manganate is first prepared as a preliminary product, is still in use, whilst certain processes use a combination of the fusion and the electrolytic methods. Probably the greatest advance was made during the war period, when the price of the salt rose appreciably. The fact that potassium permanganate was expensive, whilst the metal manganese in the form of ferro-manganese was comparatively cheap, gave rise to much speculation, and several experimental processes were evolved. The outcome of this is the modern method of electrolytically producing the pure salt from the crude metal. The construction of the cells varies somewhat in different plants, but the principle of electrolytically peroxidising the manganese in alkaline solution is the same in each case. The ferro-manganese used in foundry and engineering practice is a very crude material, and tends to contain too many impurities for this work, even although the original pigs are thoroughly dressed and sand-blasted. The metal for this purpose requires to be specially refined and cast into anode moulds, and costs more than ordinary commercial ferro-manganese.

The Process

Anodes containing 80 per cent. of manganese are suspended in the middle compartment of a diaphragm cell, made by dividing a sheet-iron tank into three chambers by means of prepared asbestos-paper diaphragms. The cathodes are made of iron, while the electrolyte is made up of two different solutions. The catholyte is composed of a solution of caustic potash, and the anolyte consists of potassium carbonate. The current efficiency tends to rise somewhat with the anodic current density, and requires to be accurately registered. The plant consists of cathodes of sheet iron surrounded by porous diaphragms. The temperature of the bath is maintained throughout the day by a steam coil, and the electrolytes are kept in motion. The main features which influence the course of the electrolysis are the composition of electrolyte and anode, the current density, and the temperature. As the manganese content in the anode increases, the current efficiency rises rapidly, but the voltage only increases very slowly, and the energy consumption per pound of permanganate produced tends to fall.

When 80 per cent. manganese is used, the energy efficiency remains almost constant. With potassium carbonate as the anolyte, the current efficiency tends to fall off linearly as the concentration increases, whilst the energy consumption passes through a minimum. The product is formed as an 8-per-cent. solution of potassium permanganate; if allowed to go beyond this concentration, the current efficiency tends to decline. In the ordinary way, a higher current density should prove more favourable in actual operation, taking the increased rate of output into account, but at the moment advantage cannot be taken of this. The current efficiency is rapidly reduced by a rise in temperature, and hence the original figure of 30° C. has not been improved upon. A difficulty experienced in practice is the skin of manganese oxide which forms. This, together with small amounts of silicon, and sometimes quite appreciable quantities of iron, accumulates on the anode. When the process was first worked, this skin had to be removed periodically by vigorous scraping, or even sand-blasting, but to-day this is obviated by the improved circulation.

Carbonate anolytes are recommended, although the catholyte is composed of caustic potash, as they give better current and energy yields. When caustic potash alone is used as the electrolyte throughout, the solution generally requires further peroxidation, as it is apt to consist of mixed manganese and permanganate of potash. The temperature should be kept as low as possible, consistently with good results. With a high initial carbonate concentration, the operations are not interrupted by skin formation on the anodes, and the best current and energy yields are secured. Irreversible influences are un-

avoidable, and the skin formation tendency at the anode is mostly responsible for this. The effects on the current efficiency of practically all the variables, from an electrical standpoint are due in a large measure to the influence which the latter exert on the oxygen overvoltage, since in permanganate production a high value is necessary.

Improved Plant Used

An improved form of cell is used in which no attempt is made to prevent the permanganate reaching the cathodes. This consists of a cylindrical iron tank, provided with a conical bottom, whereby the electrolyte may be periodically drawn off. A mechanical agitator, which reaches almost to the bottom of the tank, is used. The iron plates, which may be either six or eight in number, are arranged in the form of a rough ring, whilst the ferro-manganese anodes occupy a position opposite them. Glass pieces are used, on which both sets of electrodes rest. The former are secured to the sides of the cell by a special cement. When in operation, some solid potassium permanganate tends to be thrown down towards the conclusion of the process, probably through a too great concentration being reached. It is generally recognised that cathodic reduction could be reduced if a high cathodic current density were used. To meet this requirement, the cathode surfaces are made relatively small in most modern plants. Much of the permanganate produced crystallises out in the cells, but most of it is recovered by concentrating the liquors drawn off from the electrolysis baths.

Efficiency appears to rest largely on the period at which the manganate will not oxidise further, and stopping at this period. In some instances, when it is attempted to oxidise more than three-quarters of the available manganate, the process comes to a standstill, and it is considered advisable to be content to oxidise about 50 per cent. at a time, at a high current efficiency. Gauze is said materially to improve the circulation, and thus reduce the polarising influences; nevertheless, it does not appear to have been adopted in this country, and sheet electrodes are used almost exclusively. The stirring of the electrolyte is of specific importance to this process, since without it, oxygen evolution begins at the commencement of the electrolysis. The use of nickel anodes does not apply to the foregoing work, and hence many of the earlier experimental processes are of little value to the modern system of electrolysis prepared ferro-manganese alloys. The final stages consist of concentrating the electrolyte and recovering the crystals of permanganate, after which the mother liquors are returned to the electrolysis bath.—C. C. D. (15/8).

New Books

The Fateful Forties—and After. By a Physician. 7½ in. by 4½ in. Pp. 110. 5s. William Heinemann (Medical Books), Ltd., 99 Great Russell Street, London, W.C.1. [Useful hints, with charts, on diet and general habits of life for people of middle age and upwards. The phrasing is simple, with an avoidance of technicality or display of learning. This is one of the best books of its kind that we have read.]

Trease, G. E.—*A Text-Book of Pharmacognosy.* 8½ in. by 5½ in. Pp. x + 653. 21s. Baillière, Tindall & Cox, 7 and 8 Henrietta Street, London, W.C.2. [This text-book is divided into three sections: (1) General Principles; (2) Drugs of Vegetable Origin; (3) Drugs of Animal Origin. The contributors to the first section are, in addition to the author, Messrs. H. H. Barber, W. R. Heading, H. M. Hirst and A. H. Ware. It is stated in the preface that the volume covers the pharmacognosy requirements for pharmaceutical examinations in most English-speaking countries. Quotation from and loan of illustrations by THE CHEMIST AND DRUGGIST are, *inter alia*, acknowledged. The general arrangement of the text is excellent, and the diagrams are printed on a conveniently large scale. A glossary of Latin adjectives appears as an appendix.]

Wall Cleaning Preparations

By Alfred B. Searle

Marble and Stone

The best cleaning agent for marble and stone is a solution of soap in warm water, applied by means of a scrubbing brush. A product which should bring more profit could be made as either of the following:—

I				
Sodium bicarbonate	...	...	...	2 parts
Pumice powder	...	...	...	1 part

Make into a paste with water just before use.

II				
Sodium bicarbonate	...	...	...	2 lb.
Bleaching powder	...	...	...	1 lb.
Water	...	...	...	14 lb.

Rub the stone, allow to dry, then wash the stone with water or soapy water.

III

A paste made of china clay and benzene is an excellent cleaning agent for polished stone.

Great care should be taken not to clean stone walls with acids or with strongly alkaline solutions as these damage the stone.

To build up a successful side-line in wall cleaning preparations, the chief requisite is to offer something in an attractive form. Efficiency and ease in use are, to some extent, less important than the attractive appearance. Pumice, whiting, ammonia, and such-like articles can be made far more attractive and sold much more easily if they are offered in boxes, bottles, or other packages designed for the purpose.

Grease Spots

If the paper contains grease marks, these should be removed previously by applying blotting paper and a hot iron. An alternative is white pipeclay or fuller's earth, both of which are mixed with water to form a paste which is then applied to the grease marks and left for twenty-four hours or more. The paste will then have dried and can be brushed off, leaving the surface clean. Two or three treatments may be needed. An alternative material is a mixture of magnesia and benzoin made into a soft paste, but owing to the latter evaporating so quickly this preparation has its disadvantages. Should the grease be so abundant that this treatment is ineffective the spot may be dabbed with petrol, or one of the newer grease solvents, applied on a cloth pad. Care should be taken to start at the edge of the spot and to work towards the centre, otherwise the grease may be spread over a larger part of the wall. Whiting is sometimes used as a grease remover, but it is not a satisfactory one. It is, however, useful for dusting over the surface of a paper from which grease has previously been removed and to leave a thin white film on the paper. This is not satisfactory on papers with much pattern as the latter is covered with the whiting.

Cleaning Painted Surfaces

Many substances are sold for cleaning painted surfaces, such as doors or windows. One of the best is a solution of soap and ammonia. Preparations of this kind, generally known as "cloudy ammonia," have been popular for many years. A different mixture, which is equally useful, is made by dissolving one part of borax and fifteen parts of soap in one hundred parts of hot water and allowing to cool. A little of this liquor is placed on a flannel, the surface is rubbed with it, and then washed with clean water. If desired, a little pumice powder may be added. A simple solution of liquid ammonia in four times its volume of water is also effective in cleaning soiled paint. For painted surfaces which are exceptionally dirty a gentle scrubbing with fine pumice and soapy water is often effective, but the treatment must be gentle or the paint will be removed as well as the dirt.

Polished Wainscoting

Woodwork which is polished and not painted and some varnished woodwork is best cleaned with a solution of white shellac in methylated spirits or other cheap form of alcohol. A 3 or 5 per cent. solution is of ample strength. It should be applied with a soft piece of cotton or linen. If the work is unusually dirty a little pumice powder may be added to the solution, but it must be used gently or it will destroy the polish. After cleaning, the woodwork is repolished in the ordinary manner.

Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students, 'The Chemist and Druggist,' 28 Essex Street, London, W.C.2."

QUALITATIVE ANALYSIS

A MIXTURE of not more than three salts will form the subject of the next exercise in qualitative analysis. The mixture may contain metallic and acidic radicals occurring in the British Pharmacopoeia, or any of the commoner radicals not mentioned in that work, and is to be submitted to a thorough systematic examination, all its constituents are to be detected, and proof is to be given that the substances detected are the only constituents of the mixture.

Students' applications for portions of the mixture of salts (accompanied by a *stamped and addressed envelope*, not a stamp merely) will be received up to Tuesday, March 5, on which day the samples will be posted. Students' reports will be received up to Saturday, March 16. Each report should contain a concise account of the work done, and should include a list of the constituents detected. In this list any substance regarded as an accidental impurity should be distinguished from the essential constituents of the salts composing the mixture.

The analysis announced above forms the fifth exercise in the analytical tournament for the current winter session. The usual monthly first and second prizes in this series of analyses will be awarded only to apprentices or assistants who have not passed in Chemistry in the Preliminary Scientific examination in Great Britain, in the Licence examination in the Irish Free State, or in Chemistry, Part I, in Northern Ireland, which fact *must be attested on their reports*. They will not be awarded to former winners of tournament prizes.

CEVITANNIC ACID.—In a recent issue of "The Journal of the American Medical Association" (104, 2, 121) it is stated that the Council of the Association has adopted the term "cevitannic acid" as a non-proprietary designation for crystalline vitamin C (ascorbic acid).

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drug essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values.

28 Essex Street, W.C.2, February 28

GENERAL conditions in the markets are fairly steady, with the bulk of the business moving in non-speculative products, the demand being chiefly consuming. There is apparent a lack of confidence in all the leading markets. Sterling rates of exchange show a further slight drop, which should attract export buyers, but foreign import restrictions of one kind and another make shipment business difficult and often impossible. The new import prohibition decrees in Italy is an instance. In pharmaceuticals business has continued on usual lines, with values maintained on quotation, but price-cutting noticed here and there. CITRATES have been advanced 2d. per lb. SALOL prices have been revised to a slightly lower level. Some few products in the crude drugs markets are meeting with a steady demand; others remain dull. AGAR is now very scarce on spot. ALOES continue firm. CASCARA SAGRADA has been in better demand on spot. MENTHOL is again easier, particularly late shipment positions. Prices for WHITE PEPPER have been fixed by the control and business has reopened quietly. SENEGA shows an improvement, with more spot business. Textile grades of TRAGACANTH have been in demand. Shipment prices for some grades of CARNAUBA WAX continue to advance. Business in essential oils is sustained on a good scale. ANISE (STAR) is short on spot and shipment offers are restricted. There is no CANANGA offering on spot. GINGERGRASS is steady at the better figures. The demand for Sicilian LEMON has been good this week and new crop oil for shipment has advanced sharply; the latest information indicates still higher figures to come. There are shipment offers of French Guinea ORANGE on the market. Japanese PEPPERMINT has been dull and is easier again this week. PETITGRAIN is quoted slightly cheaper. In the fixed oils group business has been quite good, with PALM OILS and GROUNDNUT strong features. LINSEED and American TURPENTINE close steady. The Treasury Order relating to a number of crude drugs being added to the Free List was issued this morning. Particulars appear on p. 245 and editorial comment on p. 265 of this issue.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	February 28	Value of the £
Amsterdam ...	Fl. to £	12·107	7·14½	11/0½
Berlin ...	Mks. to £	20·43	12·03½	11/0½
Brussels ...	Belgas to £	35	20·66½	11/0½
Copenhagen ...	Kr. to £	18·259	22·40	24/8
Lisbon ...	Esc. to £	110	109½	19/11½
Madrid ...	Ptas. to £	25·22½	35½	27/10
Milan ...	Lire to £	92·46	56½	12/2½
Montreal ...	Dol. to £	4·86½	4·86½	19/11½
New York ...	Dol. to £	nominal	4·86½	19/11½
Oslo ...	Kr. to £	18·159	19·90½	21/11
Paris ...	Fr. to £	124·21	73½	11/0½
Prague ...	Kr. to £	164·25	115½	11/0½
Stockholm ...	Kr. to £	18·159	19·39½	21/4
Warsaw ...	Zloty to £	43·38	25½	11/0½
Zurich ...	Fr. to £	25·2215	14·95	11/0½

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

BUSINESS has continued on moderate lines with the general tone steady, although some products are being offered at keen prices. CITRATES are quoted dearer on account of the firmer tone in citric acid. The scale of prices for salol for this market has been adjusted.

AMIDOL.—Market is steady but quiet: 56 lb., 7s. 3d.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb., in 7-lb. tins. Wholesale distributors' prices for smaller quantities would be dearer.

AMIDOPYRIN.—A moderate inquiry, with competition on spot: spot, crystals, five cwt., 17s. 2½d.; two cwt., 17s. 6½d.; less than two cwt., 18s. per lb., ex store, duty paid. Powder, 2½d. per lb. extra. Export prices quoted f.o.b. Continent, as follows: five cwt., 15s. 6d.; two cwt., 15s. 10d.; less than two cwt., 16s. 3d. per lb., as to quantity.

AMMONIUM ICHTHIOSULPHONATE.—Keen prices are being quoted; fair demand: one cwt., 1s. 6½d., in 14-lb. tins; 1s. 8d., in 1-lb. tins; 1s. 10½d., in 8-oz. tins; and 2s. 0½d. per lb., in 4-oz. tins.

ASPIRIN.—Average business, with makers' and dealers' quoted prices maintained: home trade, ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 4 lb.,

3s. 2d.; 1 lb., 3s. 4d. per lb. Bulk packing free, net, carriage paid. Contracts: Over twelve months, minimum, one ton; over six months, less than one ton.

ASPIRIN (TABLETS).—The wholesale scale of prices is as follows: Under 5,000, 3s. per 1,000; 5,000, 2s. 11d.; 10,000, 2s. 10d.; 25,000, 2s. 9d.; 50,000, 2s. 8d.; 75,000, 2s. 7d.; 100,000, 2s. 6d.; 250,000, 2s. 5d.; 500,000, 2s. 4d.; 1,000,000, 2s. 3d.; 2,000,000 and over, 2s. 2d. per thousand tablets. For over one million a rebate of 1d. per 1,000 or 10 million tablets over 12 months. Wholesale distributors' prices for smaller quantities would be dearer.

BARBITONE.—More inquiry on spot, with isolated cheap parcel offering. To arrive, two cwt., 13s. 5d.; 56 lb., 13s. 9d.; less, 14s. 1d. per lb., f.o.b. Continent; spot, one cwt., 15s. 1½d.; 56 lb., 15s. 6d. small parcels, up to 15s. 10d. per lb.

BENZONAPHTHOL.—Dealers are offering spot goods at about 3s. 2d. to 3s. 3d. per lb., as to quantity. Market quiet.

BISMUTH SALTS.—With metal values fully steady makers' scales of prices for the salts are maintained. Carbonate, not less than one cwt., 6s. 6d.; less than 8 lb., 8s. 6d. per lb., carriage paid.

BROMIDES.—Inquiry is on a fair scale. Quoted prices are being maintained: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; 28 lb., 2s. 1d.; smaller quantities, 2s. 5d. per lb.; potassium B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s. 10d.; smaller quantities, 2s. 2d. per lb.; sodium B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities, 2s. 4d. per lb.; without engagement. Special prices for larger quantities.

CAFFEINE.—Continental material is quoted as follows: Pure, two cwt., 6s. 9d.; one cwt., 6s. 11d.; 56 lb., 7s. 1d.; less than 56 lb., 7s. 3d. per lb. Citrate, two cwt., 4s. 10½d.; one cwt., 4s. 11½d.; 56 lb., 5s. 0½d.; less than 56 lb., 5s. 1½d. per lb., 5-lb. tins free, carriage paid. Other salts quoted proportionately. British pure, 56 lb., 7s. 9d.; less, 8s. per lb. Citrate, 56 lb., 5s.; less, 5s. 3d. per lb.

CALCIUM LACTATE.—Moving in very fair quantities at keen prices: spot, one cwt., 1s.; 56 lb., 1s. 1d.; 28 lb., 1s. 1½d.; smaller quantities, up to 1s. 5d. per lb.

CHLORAL HYDRATE.—Makers' scale of prices is operating for a limited demand: duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 1d.; one cwt., 3s. 2d.; 28 lb., 3s. 3d.; 14 lb., 3s. 4½d. per lb.; 28-lb. jars one penny per lb. extra.

CITRATES.—Makers' scales of prices advanced twopence per lb., as from February 22. Advance due to the firmer conditions in citric acid.

	Under 4 lbs.	4 lbs. and under 7 lbs.	7 lbs. and under 14 lbs.	14 lbs. and under 28 lbs.	Not less than 28 lbs.
Pot. citrate B.P. ...	Lb. s. d. 2 4	Lb. s. d. 2 2	Lb. s. d. 2 0	Lb. s. d. 1 11	Lb. s. d. 1 9
Sod. citrate B.P. ...	2 5	2 3	2 1	2 0	1 10
Iron ammon. citrate B.P. ...	2 6	2 4	2 2	2 1	1 11

Bulk packing free. Small quantities in 1-lb. and 2-lb. bottles at higher prices. Assorted parcels of 28-lb. at relative quantity price. Contracts for delivery over six months. Buyers required to undertake not to resell below scale in force at time of resale.

CITRIC ACID (B.P. CRYSTALS).—This market is fully steady; business fair. British makers quote at 11½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for imported material are competitive.

CREAM OF TARTAR.—Market is steady. British makers quoting 99 to 100 per cent. at 82s. per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers' prices for imported material are competitive.

CREOSOTE (B.P.).—Rather slow market. Quantities in 25-kilo. demi-johns, 1s. 9½d. to 1s. 10d.; smaller packing, 1s. 10½d. to 2s. 2d. per lb., as to quantity.

GUALIC CARBONATE.—The market is keen, with only a limited business. Spot, one cwt., 10s.; 28 lb., 10s. 2d.; smaller parcels, up to 10s. 6d. per lb.

HENAMINE.—British powder in bulk quantities at very keen prices. Limited call for free-running crystals. B.P. powder, from 1s. 3½d. to 1s. 4½d.; free-running crystals, from 1s. 7d. to 1s. 8d. per lb., carriage paid, for bulk lots. Dealers quoting free-running crystals, two cwt.,

s. 8½d.; one cwt., 1s. 9d.; 14 lb., 1s. 10½d.; smaller parcels, up to s. per lb., carriage paid.

HYDROQUINONE.—Demand is small; market competitive: one cwt., s. 6½d.; 56 lb., 4s. 8½d.; 28 lb., 4s. 10½d.; 14 lb., 5s. 1½d. per lb., carriage paid.

IODIDES.—Makers' quoted prices steady. Potassium Iodide B.P.—cwt., 5s.; 28 lb., 5s. 2d.; 14 lb., 5s. 4d.; 7 lb., 5s. 8d.; 4 lb., 6s. 2d.; smaller quantities, 6s. 8d. per lb. Sodium Iodide B.P.—28 lb., 6s.; 14 lb., 6s. 2d.; 7 lb., 6s. 7d.; 4 lb., 7s. 4d.; smaller quantities, 7s. 10d. per lb. Iodine Resub. B.P.—1 cwt., 6s. 1d.; 28 lb., 6s. 3d.; 14 lb., 6s. 5d.; 7 lb., 6s. 10d.; 4 lb., 7s. 4d.; smaller quantities, 8s. 4d. per lb. Iodoform B.P.—28 lb., 8s. 8d.; 14 lb., 8s. 10d.; 7 lb., 9s. 5d.; 4 lb., 9s. 2d.; smaller quantities, 11s. 2d. per lb.; net, cash fourteen days. One cwt. may be assorted at respective minimum prices; 28 lb. may be assorted at respective 28-lb. prices. Jars extra, returnable; 28-lb. jars free, not returnable. Cases free for 1-cwt. lots. Carriage paid on any quantity. Contracts may be booked, with a reduction clause, for 1 cwt., and upwards for delivery over four months. Wholesale distributors' prices for smaller quantities would be dearer.

LACTIC ACID (B.P.).—Occasional business; market competitive: quantities in carboys, 1s. 4½d. to 1s. 5d.; in winchesters and bottles, s. 6d. to 1s. 10d. per lb., as to quantity.

MERCURIALS.—Fully steady and in fair demand. Chloride, B.P., one cwt., 4s. 9d.; less, 4s. 10d. per lb., carriage paid.

METHYL SALICYLATE.—A fair business, with home makers in a good position. Spot, ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 7d.; small quantities in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Average small spot orders; dealers' prices steady: two cwt., 18s. 4½d.; one cwt., 18s. 9½d.; 56 lb., 19s. 3d.; small parcels, 19s. 8½d. per lb.

METOL.—Quoted unchanged on a slow market: 28 lb., 9s. 6d.; 14 lb., 9s. 9d.; wholesale distributors' prices for smaller quantities would be dearer.

PHENACETIN.—A little more business, with prices much steadier but still at comparatively low levels. Quantities, crystals or powder, s. 7d. to 2s. 9d.; smaller parcels, from 2s. 10d. to 3s. per lb.

PHENAZONE.—Business on a fair scale, with dealers' prices steady: crystals, ten cwt., 9s. 1½d.; five cwt., 9s. 3½d.; two cwt., 9s. 5½d.; and ss., up to 9s. 8d. per lb.; with powder 2½d. per lb. extra. Export prices, f.o.b. Continent, crystals, five cwt., 8s. 4d.; two cwt., 8s. 6d.; less than one cwt., 8s. 8d. per lb.

QUININE SALTS.—Prices are steady. Sulphate, 2s. 1d.; bisulphate, s. 1d.; ethyl carbonate, 2s. 8½d.; salicylate, 2s. 9½d.; phosphate, s. 2½d.; hydrochloride, 2s. 7½d.; bihydrochloride, 2s. 10½d.; hydrotomide, 2s. 7½d.; bihydrobromide, 2s. 10½d.; valerianate, 3s. 7d.; hypophosphite, 3s. 10½d.; alkaloid, 2s. 11d. per oz., carriage paid on bulk quantities.

RESORCIN.—British material quoted steadily; no foreign available: crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., up to 6s. per lb.

SALICYLIC ACID (B.P.).—In fair demand, with makers' prices maintained: five cwt., 1s. 7d.; one cwt., 1s. 7½d.; 28 lb., 1s. 8d.; 14 lb., s. 9d.; 7 lb., 1s. 11d.; 4 lb., 2s. per lb. Smaller quantities, up to s. 6d. per lb.

SALOL.—Prices for this market have been adjusted to the following slightly cheaper figures: crystals, spot, two cwt., 3s. 9½d.; one cwt., s. 10d.; 56 lb., 3s. 10½d.; less than 56 lb., 3s. 11½d. per lb.; powder, d. per lb. extra.

SANTONIN.—The demand appears to be unimportant, with prices for one-kilo. parcels not more than £13 5s.; lower prices for good quantities.

SODIUM BENZOATE (B.P.).—A very fair market for business; some competition. Bulk quantities, about 1s. 6d.; cwt. lots, 1s. 7d.; smaller parcels, up to 1s. 11d. per lb.

SODIUM DIETHYLBARBITURATE.—Quoted unchanged; market quiet: spot, one cwt., 15s. 9d.; 56 lb., 16s.; 14 lb., 16s. 3d.; 7 lb., 16s. 6d.; smaller parcels, up to 17s. per lb.

SODIUM SALICYLATE (B.P.).—Business on a fair scale; makers' prices maintained: home trade, crystals or powder, five cwt., 1s. 8½d.; one cwt., 1s. 9d.; 28 lb., 2s.; 14 lb., 2s. 2d.; 7 lb., 2s. 3d.; 1 lb., 2s. 6d. per lb.

SULPHONAL.—There is competition for a limited spot demand; steady forward: spot, crystals or powder, two cwt., 14s. 8½d.; one cwt., 15s. 1½d.; 56 lb., 15s. 3½d.; smaller parcels, up to 15s. 10d. per lb.

TARTARIC ACID (B.P. CRYSTALS).—British makers continue to quote 1s. 9½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for foreign are competitive.

THYMOL.—A little more inquiry; market steady: synthetic, fine white, two cwt., 5s. 7d.; one cwt., 5s. 9d.; 56 lb., 5s. 11½d.; 28 lb., s. 3½d.; 14 lb., 7s. per lb.; ex ajowan seed, one cwt., 8s. 3d.; 56 lb., s. 3½d.; 28 lb., 9s.; 14 lb., 10s. per lb.

VANILLIN.—Quite a good inquiry reported for moderate quantities. Convention prices are steady. Ex clove oil or guaiacol, five cwt., 3s. 3d.; one cwt., 13s. 6d.; 56 lb., 13s. 9d.; less, 14s. per lb.

Crude Drugs, etc.

PARTICULARS of the crude drugs exempted from import duty appear on p. 245, with editorial comment on p. 265 of this issue.

AGAR.—Spot supplies of all qualities are getting exceedingly scarce, with values firm. Goods afloat being inquired for. Kobe No. 1, now up to 2s. 1½d.; No. 2, very little available, quoted at 2s.; Yokohama No. 1, very little available, 2s. per lb. New crop, January-March shipment, Kobe No. 1, 1s. 6½d.; No. 2, 1s. 6d.; Yokohama No. 1, 1s. 5d. per lb., c.i.f.

ALOES.—The shipment price for Curaçao is firm at 82s. 6d., c.i.f.; spot, 87s. 6d. for black smooth, turning livery. Cape, spot, prime, 44s.; shipment, 36s. per cwt., c.i.f., for f.a.q. Free import from March 1.

ANTIMONY.—Chinese crude for shipment is unchanged at £32, c.i.f.

BALSAMS.—Business on a small scale on spot. *Tolu*, 1s. 7½d. to 1s. 8d.; *Canada*, about 3s. 9d.; and *Peru* is quoted at 5s. 3d. per lb. *Tolu* only free import from March 1.

BELLADONNA.—Dealers continue to quote small parcels of leaves at 65s. and root at 57s. 6d. per cwt., spot.

BUCHU.—Supplies of spot of old or new crop are very limited and firm at 1s. 3d. per lb. for f.a.q. rounds. Shipment offers are now at 11½d. to 1s. per lb., c.i.f.

BURDOCK ROOT.—Spot supplies of root are available at about 50s. per cwt. Market dull.

CANTHARIDES.—Only a little spot business. Chinese, 3s. to 3s. 1d. Russian, about 6s. 6d. per lb., spot.

CASCARA SAGRADA.—The spot value of 1934 peel is rather better at 37s. per cwt.; 1933 peel, about 40s. to 42s. 6d. per cwt. The cheaper parcels of 1934 peel are reported to have been cleared.

CHAMOMILES.—Spot supplies, duty paid, are steadily quoted at 200s. to 240s. per cwt. Shipment offers are very restricted. This product will remain liable to import duty.

CLOVES.—Market steadier; business rather quiet. Zanzibar, spot, 6d.; shipment, March-April, 5½d. per lb., c.i.f. Madagascar, spot, 5½d.; shipment, March-April, 5d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended February 23 were nil and the deliveries 50, leaving a stock of 2,766. From January 1 to date the landings of Zanzibar have been 496 and the deliveries 824. Landings of Madagascar for the week ended February 23 were 78, and the deliveries nil, leaving a stock of 861. From January 1 to date landings of Madagascar have been 742 and the deliveries 128 packages.

COCOA BUTTER.—A rather better market, with English now at 8½d. to 9½d. per lb., as to quantity. Foreign, 8½d. to 8½d. per lb.

COCONUT (DESICCATED).—Values maintained; market steady; business moderate. Spot, fine, 23s. 6d.; medium, 22s. 9d.; shipment, halves, March-April, 22s. per cwt., c.i.f.

COD-LIVER OIL.—Bergen reports stormy weather has interfered with fishing; results to February 23: 12,140 tons of cod and 5,965 hectol. of oil, compared with 13,679 tons of cod and 7,554 hectol. of oil at the same date in 1934, and 19,070 tons of cod and 11,095 hectol. of oil in 1933. Shipment market has remained steady, with finest Lofoten quoted at 87s. 6d. per barrel, c.i.f. London. Spot, in small lots, about 130s. per barrel, ex store, duty paid. Newfoundland, non-freezing medicinal oil, 130s. per barrel, ex store. British non-freezing medicinal oil continues to be quoted from one source at 115s. per barrel, c.i.f. London, duty free, while quotations from another home source are at higher figures.

COLOCYNTH.—Whole apples are offered at 1s. per lb. and some brownish pulp at 1s. 6d. per lb.

DAMIANA LEAVES.—A moderate sale is reported on spot with small parcels at about 1s. 6d. per lb.; shipment, in quantities, 1s. 2d. per lb., c.i.f. Free import from March 1.

DERRIS ROOT.—Market is firm, with little available on spot, with prices held at 1s. 2d. to 1s. 4d. per lb.; shipment is also firm at 11d. to 1s. 2d. per lb., c.i.f., as to test.

DIGITALIS LEAVES.—Dealers are quoting small parcels on spot at about 110s. per cwt.

ERGOT.—A fair business in small lots on spot. Spanish, 1s. 6d.; Portuguese, 1s. 5d.; Russian, 1s. 4d. per lb., duty paid. Free import from March 1.

GELATIN.—Dealers report fair business. German, gold leaf, 2s. 3½d.; silver leaf, 2s. 0½d.; bronze leaf, 1s. 9½d.; fine leaf, 1s. 5½d. to 1s. 7½d. per lb. French, gold leaf, 1s. 9d.; silver leaf, 1s. 7d.; bronze leaf, 1s. 5½d. per lb., in cases, duty paid.

GENTIAN.—A little better inquiry, with spot supplies quoted round about 40s. per cwt. Free import from March 1.

GINGER.—The market is fully steady, but rather dull. West African, spot, 35s.; for arrival, 31s. per cwt., c.i.f. Jamaican is quoted from about 80s. for small grinding up to 105s. for bold, in barrels.

GUM ACACIA.—Market is fully steady; fair business: spot, Kordofan cleaned sorts, 37s. 6d.; bleached, about 70s. per cwt.; shipment, Kordofan cleaned sorts, 36s. per cwt., c.i.f.

HENBANE.—The price now asked by dealers for small spot parcels is about 75s. per cwt. Not much business moving. Free import from March 1.

HONEY.—The demand has been rather slow. Jamaican, 29s. to 38s. 6d. per cwt., as to grade. Californian, 46s. to 47s. 6d. for pale to white set.

HYDRASTIS.—Market is steady; fair business. Spot, 5s. 6d. to 5s. 8d.; shipment, 5s. per lb., c.i.f. Free import from March 1.

MANNA.—Some selected flake in 1-lb. tins available at about 5s. 6d. per lb.

MENTHOL.—The market has been mostly dull and the market is again easier forward. K/S brands, spot, 11s. 9d.; in bond, 10s. 9d.; afloat, 10s. 7½d.; shipment, January-March, 10s. 6d.; March-April, 10s. 6d.; October-December, 1935, has been offered at 10s. per lb., c.i.f. sellers. Japanese shippers quoting at 10s. 7½d. per lb., c.i.f.

MERCURY.—Market is steady, business well up to average. Shipment, Spanish-Italian, 55 dollars 50 cents per bottle, f.o.b. Continent. Spot, in small lots, £11 12s. per bottle, ex store.

OPIMUM.—Market continues steady, limited business. Spot, 1s. 5d. to 1s. 5½d. per lb., as to quantity, duty paid.

ORANGE PEEL.—New crop bitter quarters for shipment are quoted at 27s. 6d. per cwt.

ORRIS ROOT.—Some Florentine root in quantities would be about 31s. 6d. per cwt., with small parcels from 35s. per cwt. Free import from March 1.

PIMENTO.—Market has been dull and is fractionally easier. Spot, 2½d.; shipment, March-April, 20s. per cwt., c.i.f.

RED ROSE PETALS.—Dealers are offering spot supplies at about 4s. per lb. for small quantities.

RUBBER.—Slightly easier on the week; fair business, market irregular. Standard ribbed smoked sheet, spot, 6½d.; March, 6½d.; April, 6½d.; May, 6½d.; June, 6½d.; July-September, 6½d.; October-December, 6½d. per lb.

SAFFRON.—Market is very dull but steady. Spot, prime B.P., 50s. 6d.; extra B.P., 40s. 6d.; super B.P., 47s. 6d. per lb., and less for bulk quantities. Free import from March 1.

SARSAPARILLA.—Average spot business, market steady: spot, grey Jamaican, about 1s. 7d.; native mixed colours, 1s. to 1s. 1d. per lb., in small parcels. Free import from March 1.

SEEDS.—**ANISE.**—Spot, duty paid, Spanish, 65s.; Bulgarian, 33s. **CARAWAY.**—Dutch, 34s. 6d., duty paid, and 28s. 6d., f.o.b. Holland. **CORIANDER.**—Morocco spot quoted at 12s. 9d., duty paid; 11s. 6d. in bond; and 10s. 6d. c.i.f. for shipment. **CUMIN.**—No Malta offering on spot, Morocco offered at 57s., duty paid. **FENUGREEK.**—Tunisian, 14s. 6d.; Morocco, 14s., spot, duty paid. **MUSTARD.**—English, 23s. 6d. to 33s. per cwt., according to quality.

SENEGA.—Market is firmer forward, with shipment now at 1s. 1d. to 1s. 1½d. per lb., c.i.f. Business has been fairly good on spot, with the cheaper parcels cleared and 1s. 1½d. per lb. is now asked.

SENNA.—Prices of all descriptions are being maintained and in some directions there is a better tone. Good green Tinnevely leaves are getting in shorter supply on spot, and, pending the arrival of the new crop about August-September next, it is expected that prices will continue fully steady. There have been a few small Continental orders in the market for No. 2 and No. 3 leaves and full prices have had to be paid, and in some instances business has been refused, importers holding for prices quoted. Best bold leaves offer at 9d.; No. 1, at 6d.; No. 2, at 4d.; No. 3 at 3d. per lb. for parcels of good green colour, ex wharf, London. Best hand-picked Alexandrian pods are steady up to 4s. 6d.; medium, 2s. 3d. to 3s.; and smalls, 1s. 6d. to 1s. 8d. per lb., ex store. Free import from March 1.

SHELLAC.—Market dull. Prices fixed as follows: Spot, standard TN orange, 70s. to 72s. 6d.; fine orange, 105s. to 140s.; pure button, 110s. per cwt. For delivery, TN, March, 68s.; May, 70s. per cwt.

STRAMONIUM.—There has not been much inquiry for spot leaves, which are quoted at 45s. to 55s. per cwt., as to quantity. Free import from March 1.

TONGUIN BEANS.—Fair sales continue, with remaining stocks held for about 2s. 7½d. per lb. for fair frosted beans. Free import from March 1.

TRAGACANTH.—White grades quoted from £13 upwards have been in limited demand. The feature of the market this week has been a brisk inquiry for textile grades at about £5, which had been neglected for some time.

VALERIAN ROOT.—The shipment figure has advanced to close up to 85s. per cwt., c.i.f. Spot, nominal. Free import from March 1.

WAX.—**BEE'S.** Market is keeping steady; business moderate. Abyssinian, spot, 102s. 6d.; shipment, 95s., c.i.f. Benguella, spot, 102s. 6d.; in bond, 95s.; shipment, 95s., c.i.f. Conakry, spot, 102s. 6d.; shipment, 96s., c.i.f. Dar-es-Salaam, spot, 102s. 6d.; shipment, 98s., c.i.f. **CARNAUBA.**—Shipment values of fatty and chalky grey are dearer, with offers restricted. Spot business moderate. Fatty grey, 127s. 6d., duty paid; 115s. in bond; 114s. afloat; shipment, February-March, 115s.; March-April, 116s.; April-May, 118s., c.i.f. Chalky grey, 125s., duty paid; shipment, February-March, 110s., c.i.f. Primeira, 220s., duty paid; 190s. in bond; shipment, February-March, 165s., c.i.f. Mediana, 210s., duty paid; 190s. in bond; shipment, January-February, 150s. per cwt., c.i.f.

Essential Oils, etc.

QUITE a good general business continues to be done, with prices holding fully steady. Sicilian lemon is a strong market, with business moving. Cananga is wanted on spot. French Guinea orange is offered at firm figures. Japanese peppermint is again easier on a dull market. Petitgrain is slightly easier.

ALMOND.—Average spot business; dealers' prices steady: English-made, cwt. lots, 2s. 6d.; smaller parcels, up to 2s. 8d.; Foreign, cwt. lots, 2s. 4d.; smaller parcels, up to 2s. 7d. per lb. Bitter, s.p.a., genuine French, 9s. per lb.

ANISE (STAR).—Inquiry on spot, with supplies very limited. Shipment offers are also restricted. "Red Ship," in leads, 2s. 0½d.; in tins, 1s. 10d.; in drums, 1s. 9d.; shipment, in leads, 2s.; in tins, 1s. 10½d.; in drums, 1s. 10d. per lb., c.i.f.

BAY.—Inquiry continues for limited quantities, with 49 to 50 per cent. quoted on spot at 5s. 2d. to 5s. 6d. per lb., as to quantity.

BERGAMOT.—Conditions in the shipment market continue healthy, with offers of good brands of new crop now ranging from 5s. 3d. up to 5s. 6d. per lb., c.i.f., with coppers extra. A steady business is reported. Spot oil is quoted in the region of 5s. 6d. and upwards per lb.

BOIS DE ROSE.—Not very much business; market quite steady. Brazilian spot, 5s. 9d.; shipment, about 5s. 7½d. per lb., c.i.f.

CAJUPUT.—Dealers' prices unchanged; business quiet. Spot, 2s. 1d. to 2s. 3d.; green, 1s. 9d. to 1s. 11d. per lb., as to quantity.

CANANGA.—The spot market continues bare of bulk supplies and the value is nominal. In the shipment market offers are exceedingly limited in quantity and firm at 10s. 2d. per lb., c.i.f.

CARAWAY.—Market is steady; moderate business. Dutch rectified, one to two cwt., 8s. 10½d. to 9s.; smaller parcels, up to 9s. 6d. per lb. Crude, about 8s. 6d. per lb. for quantities, landed.

CASSIA.—Steady inquiry on spot, with leads firm at 4s. 5d. to 4s. 6d. per lb.; shipment is nominal at 3s. 9d. per lb., c.i.f.

CEDARWOOD.—Business is on the small side and prices are keen. American, spot, up to 1s. 4d. for small parcels; shipment, 1s. 1d. per lb., c.i.f. for bulk quantities. African oil at competitive prices.

CINNAMON LEAF.—A little more inquiry. Ceylon oil on spot is at about 2s. 9d. to 3s., as to quantity; shipment, 2s. 6½d. per lb., c.i.f.

CIRONELLA.—The Ceylon oil is steadier, with shipment about 1s. 1d., c.i.f., in drums; spot, up to 1s. 5d. for small quantities. Java is a dull and rather easy market, with shipment at about 1s. 2½d., c.i.f. for bulk parcels; spot, drums, 1s. 5½d.; small parcels, up to 1s. 7½d. per lb.

CLOVE.—The shipment market for Madagascar is fully steady, with offers restricted and quoted at 2s. 10½d. per lb., c.i.f. Spot is firm and in moderate demand at 3s. 3d. for drums and 3s. 4d. to 3s. 5d. for smaller packing.

EUCALYPTUS.—Business has been quiet; market steady. Australian, 70 to 75 per cent., 11½d. to 1s.; 80 to 85 per cent., 1s. 0½d. to 1s. 1d. per lb., landed, in fair quantities. Spanish, 70 to 75 per cent., 1s. 2d. per lb., spot.

GERANIUM.—The shipment market for Algerian continues nominal, with no offers being made. Bourbon is keeping steady, with shipment about 20s., c.i.f., and spot oil round about 21s. 6d. per lb., as to quality.

GINGERGRASS.—Values are fully maintained, with spot at 5s. and shipment at 4s. 6d. per lb., c.i.f.

HO (SHU).—Average business; market steady. Spot, from 1s. 8d. to 2s. 2s. per lb., as to quantity and quality.

JUNPER BERRY.—Rather more inquiry; market steady. Standard quality, spot, about 3s. 3d. per lb. for small parcels. Finest quality up to 5s. per lb.

LAVENDER.—Business has been unimportant; market unchanged on quotation: finest Mt. Blanc, 38 to 40 per cent., is offered at 26s. to 28s., landed; a good standard quality at about 21s. 6d. to 23s.; and other offers are down to 17s. 3d. per lb., landed. Lavandin, new crop, is steady and quoted at about 14s. per lb., landed.

LEMON.—Interest in the shipment market for new crop Sicilian hand-pressed oil has been fully sustained and a good volume of business is reported. Quotations are again on a higher level, with business recorded up to 4s. 2d. per lb., c.i.f. Some brands have been offering at cheaper prices, but it is unlikely that orders would now be accepted at anything under 4s., c.i.f. Conditions at the source are reported to be firm. Old oil on spot is offering from 3s. 10d. to 4s. 3d. per lb., as to quantity. Californian is steady and in fair inquiry. Spot, in large drums, 1s. 10½d.; in small drums, 1s. 11½d. per lb. Thursday morning: Good demand for Sicilian oil, with some sources looking for 4s. 6d. and upwards, c.i.f.

LEMONGRASS.—A few tentative inquiries for shipment but actual business is lacking; quoted at about 3s. 4½d. per lb.; c.i.f. spot is at about 3s. 7½d. per lb.

LIME.—A steady call for small parcels on spot, with West Indian distilled quoted at about 24s. 6d. per lb.; shipment, about 24s., c.i.f.

MANDARIN.—Market has been dull, quoted unchanged: spot, 12s. 6d. to 14s., as to quantity and quality; shipment, about 12s. 9d. per lb., c.i.f., for good quality.

NEROLI.—Dealers' prices unchanged, market dull. Spot, 14s. 6d., 16s. 3d., 20s. 6d. and 22s. 6d. per oz., as to quality.

NUTMEG.—A very fair business in limited quantities. English-made oil from 5s. 3d. to 5s. 6d. per lb., as to quantity.

ORANGE.—There is no interest in this market of any shipment offers of Sicilian sweet oil; quoted nominally at about 6s. 9d. to 7s. 2d. per lb., c.i.f.; small spot parcels about 7s. 3d. per lb. The shipment market for French Guinea oil, new crop, continues firm and is quoted in the region of 3s. per lb., c.i.f., and there have been offers at pence less, but it seems doubtful if orders would be accepted at the source at these lower figures. Rumours of the shipment market being over-sold are becoming rather general. Spot oil is available at 3s. 6d. per lb., in drums. Californian is in steady demand; one case, 2s. 4½d.; two or more cases, 2s. 2½d. per lb., spot.

PALMAROSA.—The shipment market continues firm at about 6s. 3d. per lb., c.i.f. There are still spot sellers at about 6s. 2d. to 6s. 4d. per lb. for small parcels.

PATCHOULI.—Some small spot sales have been made at about 11s. to 11s. 9d. per lb. for Singapore oil. Inquiry in the shipment market is being ignored at the source.

PEPPERMINT.—Market has remained dull all the week with only a moderate spot business moving, values are again easier. Spot, 4s.; afloat, 3s. 9d.; shipment, January-March, 3s. 7½d.; March-April, 3s. 6d. per lb., c.i.f. sellers. Japanese shippers quoting at 3s. 7½d. per lb., c.i.f. American remains slack, with natural oil in drums quoted at about 3 dollars per lb., c.i.f.

PETITGRAIN.—Rather more business on spot, market slightly cheaper. Spot, 4s. 3d. to 4s. 4d.; shipment, 3s. 8d. per lb., c.i.f.

ROSEMARY.—Market is quite steady, small spot business. Spanish, first quality, 2s. 1d. to 2s. 2d.; second quality, 1s. 8d. to 1s. 10d. per lb., as to quantity.

SANDALWOOD.—Genuine East Indian Mysore, 19s. per lb., in one-case lots, on spot. English-made East Indian, 22s. 6d. to 25s. per lb., as to quantity. English-made West Indian, cwt. lots, 6s. 9d.; 56 lb., 6s. 10½d.; 14 lb., 7s. per lb. Australian, cwt. lots, 15s. 6d. per lb.

SASSAFRAS.—Moderate business on spot at keen prices. Standard quality, 4s. to 4s. 3d. per lb., landed. Artificial oil at much cheaper prices.

SPERMINT.—Rather more inquiry on spot, with dealers quoting 8s. 10d. and shipment at 7s. 9d. per lb., c.i.f.

SPIKE.—Market is very steady but remains quiet. Spot, 5s. 8d. to 6s.; shipment, about 5s. 7d. per lb., c.i.f. French oil, 9s. per lb., spot.

WORMSEED.—Rather more inquiry on spot this week, with dealers quoting small parcels at 9s. 3d. and shipment at 8s. 3d. per lb., c.i.f.

Fixed Oils, etc.

A good volume of business continues in most products and the general tone is fully steady. Strong features are palm oils and groundnut. Linseed closes steady. American turpentine is steady on a quiet market. **ACID OILS.**—Values are steady; business fair: coconut and/or palm kernel, not offering, nominal; groundnut, 21s. 6d.; soya, 16s. 6d., spot. **CASTOR.**—Market is steady; business rather quieter: pharmaceutical, 42s. 6d.; first pressings, 37s. 6d.; second pressings, 34s. 6d. (barrels); cases, £4 per ton extra, ex mills, Hull, in not less than one-ton lots; Bombay, 27s. 3d. (drums), c.i.f. **COCONUT.**—A fair business, with values maintained: deodorised, 30s. 6d. (barrels), spot; Ceylon mill, 22s., c.i.f. (drums). **COTTON.**—At the further advance the market is fully steady, with business on a good scale: deodorised, 36s.; common edible, 34s. 6d.; soapmaking, 32s. 6d.; crude, 30s. (barrels), spot. **GROUNDNUT.**—Values have been maintained; market fully steady: deodorised, 43s. (barrels), spot; crude, Oriental, 38s. (drums), c.i.f. **LINSEED (RAW, NAKED).**—Values are fully maintained on a steady market. Spot, 23s.; March, 21s. 6d.; March-April, 21s. 6d.; May-August, 22s.; September-December, 22s. 4½d. Boiled oil, spot, 25s. 6d. **OLIVE.**—A fair business, with dealers' prices steady: edible, in tins in cases, 74s. 6d. per case of ten gallons; B.P., 5s. 4½d. per gallon, in 40-gallon barrels. **PALM.**—The market continues firm and values show a further advance; business fair: Lagos, 22s. 3d., shipment; softs, 21s. 10½d., shipment; mediums, 21s. 10½d., shipment; hards, 22s. 6d., shipment; bleached, 25s., spot. **PALM KERNEL.**—Quoted dealer on a steady and fairly busy market: deodorised, 29s. 3d.; crude, 23s. 6d., spot. **RAPE.**—Market is steady; fair business. Refined, 36s.; crude, 34s. 6d., spot (barrels). **RESIN.**—Market steady but quiet. B, 11s. 7½d.; D, 11s. 9d.; F/G, 13s. 3d.; N, 14s. 4½d.; W/G, 15s. 3d.; W/W, 16s. 7½d. per cwt., ex wharf. **SOYA.**—Values are well maintained; fair business: deodorised, 34s. 6d.; crude, 31s. 6d., spot. **TURPENTINE, AMERICAN.**—Business quiet; market steady. Total London stocks, 7,885 barrels. On spot, 48s. **WOOD.**—Hankow in barrels is sharply dearer on spot at 57s. 6d., with supplies short.

Commercial Notes

I.F.S. MEDICINAL IMPORTATIONS.—Official returns indicate that medicines and medicinal preparations to a value of £34,982 were imported into the Irish Free State during December last, bringing up the total for the whole of the past year to £206,920, as compared with £273,133 in 1933.

BULGARIAN ROSE CULTIVATION.—According to a circular issued by E. Bontcheff & Co., Kazanlik, Bulgaria, the total area under rose cultivation is about 19,000 acres, which give a crop of flowers varying from six to thirteen million kilos., which give a yield of otto of rose of from 1,300 to 4,000 kilos.

U.S.A. IMPORTS OF COD-LIVER OIL.—Landings for the period January-November, 1934, were as follows:—

Year	Gallons	8
1930	2,894,967	2,229,225
1931	1,737,207	1,311,831
1932	1,247,998	804,375
1933	3,432,569	1,711,072
1934 (Jan.-Nov.)	3,372,757	2,119,665

SPANISH IMPORTS OF ORGANIC ACIDS.—Imports during the period January-September, 1934, and the corresponding period of 1933, were as follows:—

Acids	Jan.-Sept., 1933	Jan.-Sept., 1934
	Quintals	Pesetas
Benzoic and salicylic, pure	2,214	283,620
Acetic and pyroigneous	62	7,553
Citric	—	2,206
Lactic commercial	278	26,319
Lactic, pure, and lactates	26	7,970
Tartaric	18	2,335
Oxalic and oxalates, commercial	1,789	88,285
Formic	223	16,258
	Quintals	Pesetas
	209	95,729
	68	8,637
	242	241,141
	12	21,786
	30	11,778
	12	1,723
	674	53,699
	446	46,610

GERMAN SYNTHETIC AROMATICS EXPORTS.—Shipments for the period January-October, 1934, totalled 521,200 kilos., against 603,600 kilos. during the corresponding period of 1933. The chief destinations during 1934 were as follows:—

Destination	Kilos	Destination	Kilos
Belgium	12,400	Hungary	8,100
France	9,700	British India	32,400
Great Britain	76,000	China	38,600
Italy	27,600	Japan	42,200
Netherlands	39,700	Netherland India	12,500
Austria	11,000	United States	26,800
Sweden	19,100	Argentina	7,700
Switzerland	53,100	Brazil	11,600
Spain	7,800	Other countries	61,600
Czechoslovakia	23,300		

NEW ZEALAND CASEIN EXPORTS.—Shipments and destinations for 1929 to 1934 (ten months) were as follows:—

Destination	1929		1930		1931	
	Cwt.	Value	Cwt.	Value	Cwt.	Value
United Kingdom	26,598	£ 74,633	29,357	£ 75,169	29,062	£ 31,695
Japan	21,093	63,601	19,733	60,012	28,092	50,248
Germany	8,824	27,475	7,706	18,919	3,851	5,110
United States	104	324	42	111	32	32
Other	587	1,939	471	1,364	891	1,625
Total	57,206	167,972	57,309	155,575	52,917	88,720

Destination	1932		1933		10 Months, 1934	
	Cwt.	Value	Cwt.	Value	Cwt.	Value
United Kingdom	14,279	£ 18,332	16,453	£ 29,122	—	—
Japan	20,509	30,865	25,035	52,436	—	—
Germany	6,520	7,993	5,117	8,501	—	—
United States	21	35	342	618	128	382
Other	1,441	1,894	1,727	3,065	45,343	119,595
Total	42,770	59,029	48,674	93,742	45,471	119,977

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

The Position of Chemist-Opticians

SIR,—I have read with interest and amusement the summary of the Final report of the O.B.J.C. (*C. & D.*, January 16, p. 199). . . . The Institute of Chemists-Opticians has, I believe, about a thousand members (as I am not in any way connected with optical organisation and am merely a rank and file chemist practising optics I cannot refer to exact figures), and as these would be mostly private proprietor chemists, it seems reasonable to suppose that something approaching 10 per cent. of the private proprietor members of the Pharmaceutical Society are also I.C.O. members. As a member of the Pharmaceutical Council . . . Mr. Parry has a real and moral responsibility in ordering his actions in so far as they react upon his brother pharmacists. Surely nobody would suggest that something approaching 10 per cent. of the private pharmacists in business are a lot of charlatans and quacks dabbling in things they do not understand and insidiously setting to work to ruin the nation's eyesight. . . . The I.C.O. promptly requested Dr. Martin to, himself, prepare a syllabus for their examination. He readily agreed to do this and it was adopted and published in May 1934, and all examinations since have been upon it. He also agreed to nominate two external assessors and they were duly appointed and act in that capacity (one of them M.D. and both D.Sc.). The records of the Institute were submitted to Dr. Martin for his inspection. He expressed himself satisfied with the bona-fides of the Institute and stated that the methods of examination in some respects might well be copied by other bodies. He also clearly indicated that as a basis of entry to any optical examination, as a preliminary, matriculation standard of education should be insisted upon. The I.C.O. being exclusively qualified chemists is the only body to conform to this standard. It is obvious that every member must be a member of the Pharmaceutical Society. In November 1934 the I.C.O. made application to the O.B.J.C., but consideration was deferred (not refused). The approved societies' representatives, however, did indicate that they were impressed by the steps taken by the I.C.O. to bring their examination into line with Dr. Martin's standard. Something approaching 10 per cent. of the private proprietor chemists cannot be lightly ignored and brushed aside. These persons have years of earnest effort to their credit. They are possessed of integrity, standing, education and ability. They are not likely to assess their responsibility lightly, to turn out doubtful work nor to neglect to pass on to the ophthalmic surgeon those cases which need such treatment. They are not likely to overlook reference to the general practitioner where necessary, and as the logical "hand-maiden" to the medical man the chemist is initially predisposed to be a successful practitioner in optics. Whoever else may deny them a square deal and however vehement their detractors may be, they will not lose their faith in the future. They know that there is such a thing as equity, and not only do they expect it but they are quietly confident that they will get it from the authority which will have the eventual decision. The O.B.J.C., which is purely an advisory body, has done a satisfactory "job of work." It must not be overlooked that it has no more power to make regulations than the conference on poisons had with regard to the Poisons List. The J.C.Q.O., too, must not be assessed beyond its true value. It is purely a commercial organisation in the form of a limited company functioning as clearing house for the finance of Insurance Optical Benefit for those associated with it. Finally, the medical profession will have something to say in the matter, and it will be by no means a negligible factor.

Yours faithfully,

E. T. HAYBALL.

Grimsby.

Inadequate Salaries

SIR,—May I be allowed to add my quota to the chorus of protest against the scandalously inadequate salaries offered to qualified men, as instanced by the advertisement by the Croydon Public Health Department in the supplement of a contemporary?—£180 per annum *plus* emoluments, "valued" at £26, for a qualified man in a hospital of 476 beds, and

shortly to be increased to 565 beds, the "salary" rising by £10 every two years to £210. Any pharmacist accepting these types of situation is in my opinion a blackleg to his profession, not only degrading himself by agreeing to work under such conditions, but also prejudicing the remainder of us who work under public bodies, as our committees are inclined to be influenced in their estimate of our worth to them by the estimate which such bodies as the Croydon Public Health Department are allowed to place on our services. I say "allowed," because if all pharmacists seeking posts, and all journals advertising posts, were to combine in boycotting such conditions, I think it might be possible to make such employers of sweated labour realise that we do not intend to go through an arduous course of professional training such as ours is just to earn the wages of a tram guard or bus conductor. Is it not possible for pharmacists, whether retail assistants or hospital dispensers, to form a militant trade union to fight such conditions?

Yours truly,

A. TEESDALE.

Manchester.

Medical Etiquette

SIR,—Referring to your editorial article "What Every Doctor Does Not know" (*C. & D.*, February 23, p. 231), I am also a sufferer, as I have a chemist not far away who is "run" by several doctors. Knowing that many of his patients come to me, one doctor's latest idea is to tell the patient "I am 'phoning up Mr. Blank, so will tell him to send some medicine round for you." Another told a patient that Mr. Blank is the only chemist worth going to—this with about twenty chemists in the town. One doctor sends his patients from one part of the town to Mr. Blank—a distance of two miles. Naturally some patients think the other chemists are duds, but the thinking patients see through the bluff and choose their own chemist. I fear the ethical tradition of the medical profession has given place to crass commercialism.—Yours, etc.,

LIVE AND LET LIVE (26/2).

Representation on the Council

SIR,—In turning over some old papers I came across a very eloquent appeal for funds issued by the leaders of pharmacy with the object of securing representation in Parliament of pharmacy by a pharmacist. To-day, I suggest, there is even greater need for a practical pharmacist, or more than one, to be returned to represent us in Bloomsbury Square. In these days of keen competition it is asking too much of a "one-man," or even "one-man with assistant," proprietor to devote the time necessary to public work, so the affairs of our Society are left to proprietors of chain drug-stores and even company promoters and directors. Would it not be possible to form a fund from which the election expenses and travelling expenses—which would include the fee for locum—could be drawn? We should feel that our money was being well spent. A small sum spent in this way would bring the Council to realise that the one-man shop proprietor is not the goose he is thought to be, even if he does supply the guinea-and-a-half eggs so much sought after, and in the near future likely to be trebled. I cannot do much, as I am

Yours faithfully,

A COUNTRY MAN (25/2).

An Overseas Chemist's View

SIR,—I enclose a copy of a letter I have sent to the registrar of the Pharmaceutical Society of Great Britain.

Yours faithfully,

F. CARTER, Ph.C.

Bloemfontein, O.F.S.

[COPY]

[I have received the reminder *re* "retention fee." As the Council of the Society does not seem inclined to make any reduction in the fee payable by those who, like myself, are resident outside Great Britain, I have decided not to renew it, consequently my name will be removed from the Register of Pharmaceutical Chemists, where it was placed by the late Elias Bremridge, not as the result of the payment of a

fee, but as evidence that I had passed the prescribed examination. My diploma states, "the examiners . . . hereby certify that he (Francis Carter) is duly qualified to be registered as a Pharmaceutical Chemist," and now, after fifty-five years, you, as registrar, will remove my name because I decline to pay an exorbitant annual retention fee.

Beyond the receipt of "The Pharmaceutical Journal," the privileges of membership are non-existent. . . . The title "M.P.S." has little value in South Africa, as these letters are constantly appended to the names of men who have not passed the British examination, and in some instances have never been out of South Africa. My title of Pharmaceutical Chemist is quite secure here, even if I am removed from the British Register, as I am duly registered in the Union, and am, and have been, a member of the South African Pharmacy Board since its formation. I was previously a member of the Medical and Pharmacy Council of the Orange Free State, until it ceased to function in 1928.]

Van Drivers' Wages

SIR,—The new rates of wages payable in the road haulage industry ("A" and "B" licences) are compulsory; but so far as "C" licences are concerned (i.e., for vehicles used solely for private carriage), they are not affected by the new provisions. The legal position respecting the wages of hauliers is contained in Section 93 of the Road Traffic Act, 1930, as amended by Section 32 of the Road and Rail Traffic Act of 1933. Section 93 provided that the wages paid to persons employed in connection with buses and coaches, and their conditions of service, should not be less favourable than those for the time being in force for Government departments. Any representative organisation was authorised to make representations to the Area Traffic Commissioners that such was not the case, and if a settlement could not be reached, the dispute was to be referred by the Minister of Labour to the Industrial Court. Section 32 of the Road and Rail Traffic Act laid it down that

(1) Where any matter is referred to the Industrial Court under Section 93 of the Road Traffic Act, 1930 (which relates to wages and conditions of employment), the Court, in arriving at its decision, shall have regard to any determination which may be brought to its notice relating to the wages or conditions of service of persons employed in a capacity similar to that of the persons to whom the reference relates and contained in a decision of a joint industrial council, conciliation board or other similar body, or in an agreement between organisations representative of employers and workpeople.

(2) The provisions of the said Section 93 as amended by this Section shall apply in relation to persons employed as drivers or statutory attendants of authorised vehicles by the holder of an "A" licence or of a "B" licence, as they apply in relation to persons employed in connection with the operation of a public service vehicle by the holder of a road service licence, with the substitution for references to a road service licence of references to the "A" licence or to the "B" licence, as the case may be, and for references to the commissioners of references to the licensing authority.

In the case of an authorised vehicle being a heavy motor-car, this subsection shall apply in relation to an attendant employed to assist the driver in the driving or control of the vehicle as it applies in relation to the driver.

In order to give effect to the provisions of subsection (1) aforementioned, a National Joint Conciliation Board was set up to recommend minimum wages for each district. For this purpose the Board was authorised to establish local machinery to assist the central body in carrying out its duties. Now, assume that an "A" or "B" licence holder does not comply with the terms of the new agreement which came into force on January 1. The National Joint Conciliation Board will get in touch with him, and if no agreement is reached, the matter will be referred to the Traffic Commissioners who are the licensing authority for the area concerned. If the matter is still unsettled, the Commissioners will pass the case to the Minister of Labour, by whom it will be referred to the Industrial Court. It will be noted from subsection (1) that in arriving at its decision the Court must have regard to the conditions laid down by the National Joint Conciliation Board, and the upshot of it all may be that the vehicle owner will be disqualified from holding a licence. As already stated, the above arrangements apply to "A" and "B" licence holders, that is to say, to public carriers and to those engaged partly in public and partly in private carrying. And it is important to note that clause (1) of the new agreement itself states that "where, either

by agreement with employers or with local associations, wages higher than those hereinafter stated are in operation, and/or conditions superior to those herein provided prevail, there shall be no reduction or variation of those wages or conditions except by mutual consent." With regard to "C" licence holders, the Conciliation Board have stated that they hope such operators will observe as a minimum the rates laid down for "A" and "B" licences, but, of course, there is no compulsion behind this. Recently, however, the Joint Council for the retail distributive trades section of the road transport industry, comprising representatives nominated by the London Employers' Association and the Incorporated Association of Retail Distributors on the one hand, and the Transport and General Workers' Union on the other, entered into an agreement to observe certain wages and conditions of service in connection with its businesses. The vehicles operated by those concerned in this agreement (which, of course, is a purely domestic arrangement) are covered by "C" licences.—Yours, etc.,

TRANSPORT (25/2).

Unprofessional Conduct

SIR,—There must be many pharmacists in practice who, like myself, deplore the statements, officially made, of inaccuracy and carelessness in dispensing. We feel let down by our colleagues, and that very badly. A 10 per cent. mistake (more or less) is culpable negligence. We feel that the sooner this old school of inadequate muddlers dies out the better for pharmacy. The mean perpetrators of disgraceful dispensing—when there is a considerable deficiency of active drug—should be hounded out of our ranks, and if we countenance it we are equally guilty. Our professional status is at stake, and our reasonable hopes of getting the whole of the dispensing in the country dashed to the ground, unless we move relentlessly against such people. When we can show a clean sheet, we can then be offended at having inspectors visiting us to trap us. In earlier days pharmacy was the right hand of medicine. With newer remedies, hypodermic medication, vitamins, toxins, biological material, etc., the pharmacist is still more indispensable to medicine than ever before. I do not believe we have a greater number of undesirables in our ranks than there are in other professions, but one mistake is so important that much is made of it. We cannot, therefore, afford to have any irresponsibles unless under rigid control. It must be apparent to everyone that numbers of every profession "profess and practise." The medical profession and the architects' profession practise. New methods are tried out on animals or houses—many fail; science goes on. Can we as pharmacists align ourselves with professions which are trying to move forwards along honourable lines? I think we can, in spite of the few who, we hope, the Pharmaceutical Society may have the power to deal with for unprofessional conduct.—I am, etc.,

WEST END (29/1).

An Ambitious Bill

SIR,—“A Bill for Pharmacy” (C. & D., February 23, p. 232) is an ambitious, yet simple, piece of drafting for the better regulation of pharmacy; I congratulate its author, and also the members of the Branch who discussed it, upon their courage in putting such a suggestion forward. I think perhaps one of the most obvious advantages of the Bill is that there is no mention of poisons as such; presumably these are included in the drugs which apparently can only be sold by those on the Register of Chemists and Druggists, the exception being that certain people not on such Register can sell household drugs, the definition and control of which is in the hands of a Household Drugs Committee. I should like Mr. McNeal's definition of a "drug." Under this Bill, if I read it aright, it is contemplated that a new body shall be created, presumably of drug-store proprietors and other unqualified persons, to be called "druggists"; this suggestion is rather incomplete, as there is no indication of what these will be allowed to do or sell. The fees strike me as being rather on the heavy side. Presumably the examination fee will remain as at present. In addition there is suggested a registration fee not exceeding £3, an annual retention fee not to exceed £3 and a registration of premises fee not to exceed £3 (it is not stated whether this is to be annual or not). Another clause which will no doubt cause comment is 6 (2) (c), which allows advice or treatment to be given in connection with the articles which are prepared and manufactured on the premises. This looks like legalised counter prescribing.—I am, etc.,

PRO LEGE (25/2).

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them

A. B. (20/38).—RENOVATING CAMERA BELLOWS.—The following has been recommended for renovating leather bellows and leather camera coverings generally:—

Sperm oil	...	...	...	3 oz.
Acetic acid	...	...	...	3 drms.
Glycerin	...	...	...	3 drms.
Oil of turpentine	...	...	...	$\frac{1}{2}$ oz.
Water	...	...	...	to 15 oz.

Add the mixture slowly to the white of three eggs, using an egg-beater, and then add 3 oz. of methylated spirit and about 100 gr. of aniline dye.

H. & L. (1/28).—CONCENTRATED WATERS.—Liquid extract of quillaia is used as the emulsifying agent in the preparation of concentrated waters where it is desired to avoid the use of alcohol as the solvent. These aqueous concentrated emulsions are made with the standard amount of essential oil, usually 2 per cent., to which 1 minim of liquid extract of quillaia is added to each fluid ounce.

R. F. P. (12/38).—HAIR CREAM.—The following is a formula for a hair fixative of the modern type in which no mucilaginous agent is present:—

White wax	...	...	...	10 gm.
Liquid paraffin	...	...	...	150–200 gm.
Warm to melt the wax and add a warm solution of:—				
Borax	...	...	...	1 gm.
Distilled water	...	...	...	15 gm.

It is important to use a liquid paraffin with not too high a degree of viscosity. Should the cream be too thick add a little more liquid paraffin to obtain suitable fluidity.

D. A. (5/28).—GLYCERIN AND LEMON JELLY.—The absence of a preservative in your gelatin jelly is responsible for its decomposition and liquefaction. We would suggest the following modification of your formula:—

Distilled water	...	...	...	2½ gallons
Gelatin	...	...	...	8 oz.
Agar	...	...	...	2½ oz.
Glycerin	...	...	...	6 oz.
Boric acid	...	...	...	2 oz.
Lemon juice	...	...	...	a sufficiency

The gelatin and agar should be diluted in 1 gallon of water until solution is effected. Then add the remaining 1½ gallon of water and strain. Care should be taken that the whole of the agar is dissolved, and should the jelly prove to be too solid the amount may be reduced.

O. & C. (22/28).—PERFUME FOR HAIR CREAM.—As a perfume suitable for a cheap hair cream, we would suggest one of the following combinations:—

Oil of spike lavender	...	...	2	2	2
Geraniol	...	...	1	2	—
Oil of bergamot	...	...	1	—	1
Lime oil terpenes	...	...	$\frac{1}{2}$	2	1
Geraniol terpenes	...	...	—	—	1

A somewhat superior combination is produced by using in any of the above combinations instead of 2 parts of oil of spike lavender, equal amounts of oil of lavender and oil of spike lavender.

C. M. H. (4/28).—MILDEW STAINS.—Stains caused by mildew are difficult to remove, since in most instances the fibres of the material have been attacked by the fungus. The procedure which is generally adopted consists in bleaching the stains with solution of hydrogen peroxide, sodium perborate, or chlorinated soda. In many cases an ammoniated solution of hydrogen peroxide is effective when plain solution of hydrogen peroxide has failed to yield a satisfactory result. We suggest experimenting with:—

Solution of hydrogen peroxide	...	...	2 oz.
Solution of ammonia	...	...	4 dr.
Water	...	...	1½ oz.

Another useful application consists of:—

Ammonium carbonate	...	...	45 gr.
Sodium chloride	...	...	75 gr.
Distilled water	...	...	3 oz.

Moisten the stains, wash, then dry in the sun.

Legal Queries

L. N. D. (15/1).—It is sufficient for the name of the company and the words "registered office" to appear on the brass plate, and it is not necessary to include the registration number.

R. J. G. (30/11) has bought a business, the transfer of which said nothing about the books being handed over to him by the vendor. Is he entitled to claim delivery of the books? [In our opinion, the books remain the property of the previous owner of the business, who is legally entitled to retain them in the absence of an express agreement to the contrary in the transfer.]

A. S. C. (30/1) has a son who has been apprenticed to a firm of chemists. He is being paid a small salary, weekly. Must he be insured under the National Health and Unemployment Insurance schemes? [As the boy is in receipt of a money payment he must be insured under both schemes, unless he is under the age of sixteen. The boy may be able to obtain a certificate of exemption on the ground that he is supported by his father; but that will not relieve the firm of the obligation to pay contributions in respect of him.]

Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics.

Appreciations

I have heard several favourable comments on your page "Dispensing Notes and Difficulties" (*C. & D.*, February 9, p. 169). Every man worth his salt takes a personal pride in solving everyday problems of this kind. One is never too old to learn, and I never fail to scan such a page as this with real absorption.—*F. G. (12/2).*

On many occasions I have referred to "Pharmaceutical Formulas" and never found it wanting. Apart from its value as a commercial asset, it is most informative on many things; and a chemist, of all men, can least afford to be without such a book of reference. Pharmaceutically Volume I is without a rival, and for those of us who do not wish to be snowed under with the ever-increasing curse of patents there is a seemingly inexhaustible supply of splendid formulas from which "own proprietaries" can be prepared. If the volumes had been published at three times the price they would be cheap.—*H. C. (4/2).*

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Retrospect of Fifty Years Ago

Reprinted from
"The Chemist and Druggist," March 14, 1885

The Cod-Fishing Season

The cod-fishing on the Norwegian coast, especially in the northern parts, has up to now proved exceptionally good. In a letter from our buyer, at present in Tromsø, dated March 2, he says the number of cod taken up to the end of February was over 7,000,000, against 2,000,000 in 1884, 3,000,000 in 1883, 2,000,000 in 1882, and 6,000,000 in 1881; the last-mentioned was then considered a good fishing, and oil was that year very cheap, so there is every reason to believe, should the weather continue favourable, that cod-liver oil will this year see a low figure. Our own fishing on the Scottish coast has this season been also very good, the livers of the fish being very rich. [From a communication to the Editor.]

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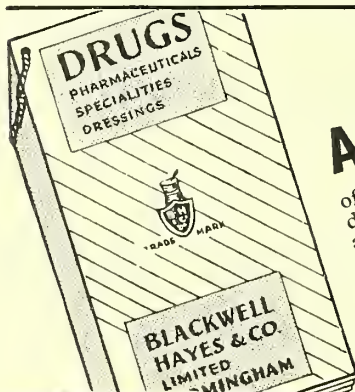
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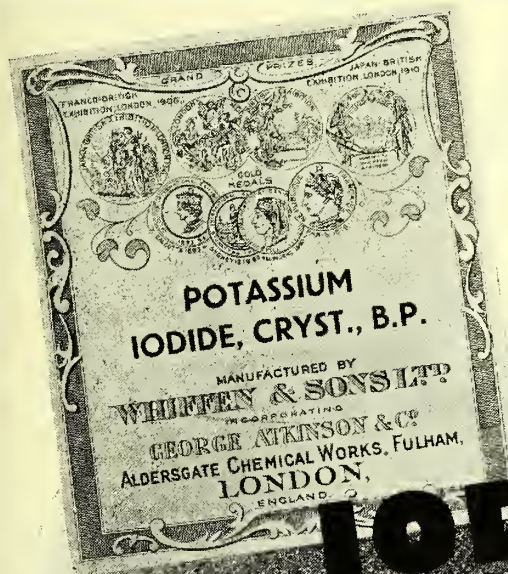
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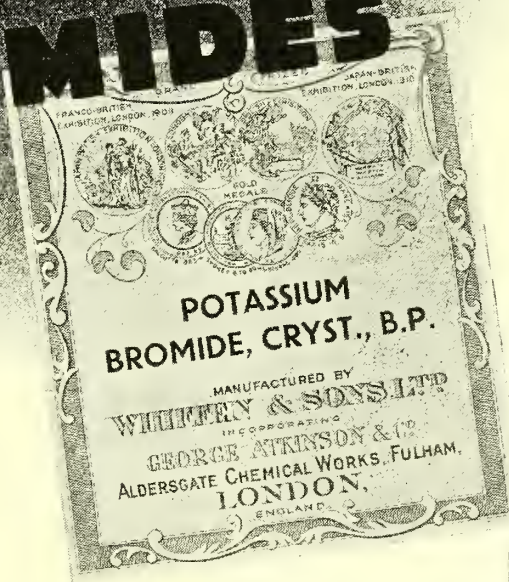
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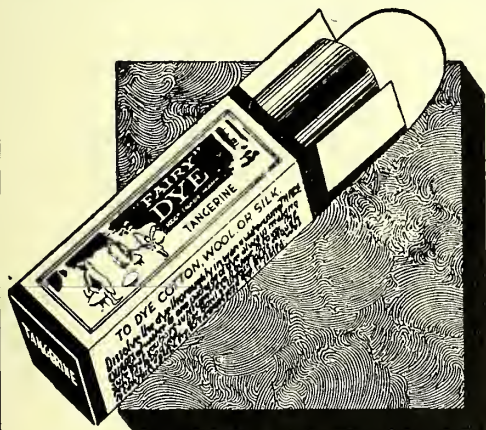
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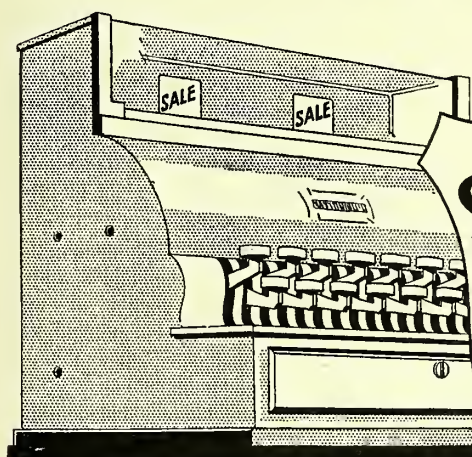
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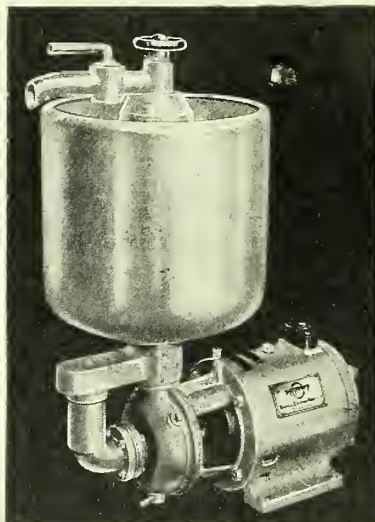
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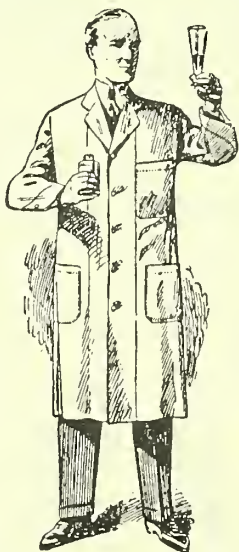
GARDINER & CO. (THE SCOTCH HOUSE) LTD.

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PROTECTIVE CLOTHING

of Every Kind; Moderate Prices



Garments well tailored

COATS. Long (as illus.) White Drill, 5/11, 7/6, 9/6, 12/6. Khaki, 5/11, 6/11, 8/6, 9/6, 13/6. Grey, 7/6, 9/6, 11/6. Black, 14/6.

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OPTICAL SHOWCARDS.

A Series of Eight Wordings in dark brown ink, neatly displayed on brown card, 9 in. x 6 in., with grey bevelled edges.

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or

The Set of Eight
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Specialists in Chemists' Printing,
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PERSISTENCE PAYS IN ADVERTISING



SHOW 'ASPRO' DISPLAY MATERIAL CONTINUOUSLY AND DOUBLE YOUR SALES

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A bonus of $\frac{1}{2}$ dozen packets of 5 on each $\frac{1}{2}$ gross order is now given on the same terms as the other sizes. Take advantage of this valuable concession.



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PRICES ARE :—

Kristal Envelopes	- 2/6
Greaseproof 2oz. Bags	1/-
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 PER 1,000
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PURE MALT EXTRACT

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NORWEGIAN COD LIVER OIL

The Brand that does not separate nor crystallise.

Your own name and address on labels. In English jars, etc. Direct from the actual manufacturers.

THE BRITISH DIAMALT COMPANY
SAWBRIDGEWORTH - - HERTS.

INSTITUTE OF HYGIENE
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AWARDED
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ENGLISH DRIED MILK

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New (and different)

Tonic Wine

RECOMMENDED BY THE MEDICAL PROFESSION

MAY BE SOLD BY ALL
LICENSED CHEMISTS

Produced and Guaranteed by

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Established 1847

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This famous Brand of Yeast is now available for Medicinal use in—

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60 Tablets 1s. 6d.

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All Orders Carriage Paid.

Can now be obtained in Cartons of 1 and 2 doz. bottles, containing 60 tablets, and Cartons, containing 1 dozen bottles of 120 tablets. Supplies now available through usual Wholesale channels, and from The United Yeast Co., Ltd., London, Birmingham, Bristol, Leeds, Manchester and Newcastle, or from

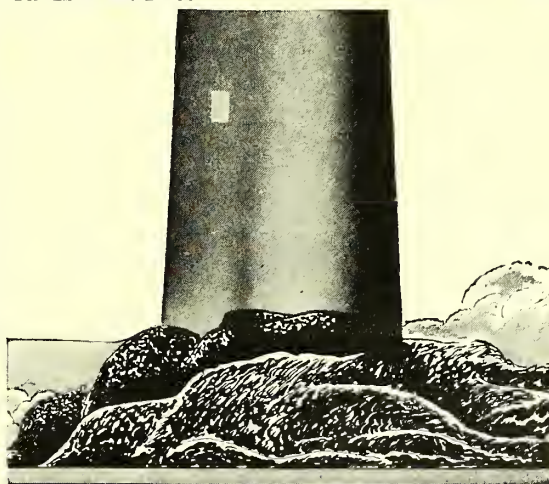
THE DISTILLERS CO., LTD. EDINBURGH

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THE DEPENDABLE CONTRACEPTIVE

A wider public through the Practitioner

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Bulk Tube and Unbreakable Applicator 5/-
(contains sufficient for 15-20 applications)

Also available in the original box of 6 complete units (each with disposable nozzle); 4/6. Write for full details and trade terms.

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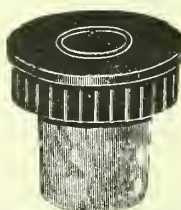
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A NEW *Antiseptic***POULTICE
DRESSING****THAT SUPERSEDES
OLD-FASHIONED METHODS**

Medilintex Brand Poultrice and Dressing is not just an extra line for the chemist to stock. It is a definite advance on the old type wet bandage and, as such, is an essential line for the modern chemist. It will be

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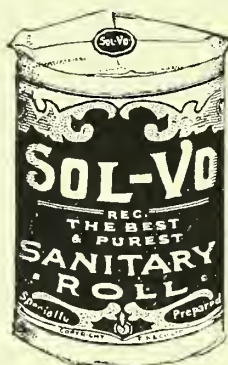


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THE HALL-MARK FOR
**GUARANTEED LIFETIME
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PERFECT FINISH—EASY TO READ
INDELIBLE MARKINGS

Supplied by:
ALL LEADING WHOLESALE HOUSES

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SOL-VO gives a good margin of profit to the Chemist and is economical for the customer because it contains nearly three times as much paper as the "so-called" cheap varieties. It pays to stock and display SOL-VO. Why not give it a trial?

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With Elastic
Fastening
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not impede play.*

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SANITARY
TOWELS**

The preference of women for Southalls Sanitary Towels brings steady sales all the year round.

The "ORIGINAL" and most popular.
The "CELTEX" soluble, easily disposed of.

The "K" made entirely of absorbent cotton wool, with very soft cover.
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Dyanese Fadeless Curtain Dyes dye without heating and yet are fadeless.

This is an exclusive Dyanese feature—ordinary dyes are useless for curtains—they rapidly fade in the sunlight to which curtains are exposed.

Tinted curtains are fashionable and every housewife is a potential customer. More-over a woman usually buys several packets at once—sufficient for all her curtains. There is an excellent range of these dyes, neatly packed in special and very charming curtain shades.

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131 Cream	134 Violet	137 Cocoa	140 Orange
132 Biscuit	135 Ecru	138 Tomato	141 Blue
133 Green	136 Lemon	139 Coffee	142 Rubine

Made by **DYANESE LIMITED, Olympia Buildings, BLACKPOOL**

Sales Agents: **W. B. CARTWRIGHT, Ltd., Rawdon, LEEDS**

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Why

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1 doz. 36/-, 3 doz. at 35/6, 6 doz. at 35/-, 12 doz. at 34/6 per doz.

CARR. PAID. CASES FREE.

*Stocked by most Wholesale Houses.***THE CATALINE CO., LTD., Bristol****BATTLE'S
VERMIN
KILLER**Of all Patent Medicine
Houses at 3/-, 5/-
and 9/- per dozen.In packets at 5d.,
9d. and 1/3 each.
(P.A.T.A.)

The *sure* destructive agent which may be
confidently recommended by Chemists for
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(Users' testimonials on request.)

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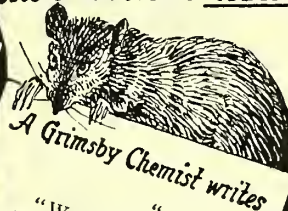
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**Successful
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A Grimsby Chemist writes

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"We have been showing
the Rodine Window Dis-
play which I can assure
you has been a success,
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good number of the other
sizes 1/3 and 2/6. Please
forward me another 6 dozen
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rats. One customer bought a 7½d. tin of Rodine
and found 15 dead rats in her house. A boy took
them to the destructor and received 2/6."

**RODINE
KILLS RATS & MICE**

Retails in Tins at 7½d., 1/3, 2/6 and 5/-

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FERTILISERS IN DEMAND !

Earn Big Profits by selling

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GENERAL PURPOSE FERTILISER,
POTATO FERTILISERS,
BONE MEALS, etc.**

These are remarkably effective fertilisers all gardeners are
needing now. See that you have adequate stocks. Quick sales
and a handsome margin of profit are assured you in every case.

*Write to-day for 1935 Trade Price List***DOUGHTY-RICHARDSON****FERTILISERS, LTD.**

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All these products are hot vulcanised and will keep fresh for 3 years in any climate. Attractive show material on request.

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28 Essex Street, Strand, London, W.C.2

Registered as a Newspaper

No. 2873
VOL. CXXII

MARCH 2, 1935

Annual Subscription (with
Diary) 20/- Single Copies 9d.

'Haliborange'



**The most
delicious way
of taking
Halibut-Liver
Oil**

**Display
"Haliborange" in
your window and
on your counter
and link up with
the national
advertising
campaign
now running.**

**Halibut Liver Oil & Orange Juice.
VITAMIN PREPARATION
THE CHILDREN ASK FOR
AINS VITAMINS A, C, AND D.
RE NECESSARY FOR PERFECT HEALTH
PRICE 2/6 PER BOTTLE**

**Introduce it to your customers and you will
rapidly create a regular and astonishing
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**The attractive showcard illustrated
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for
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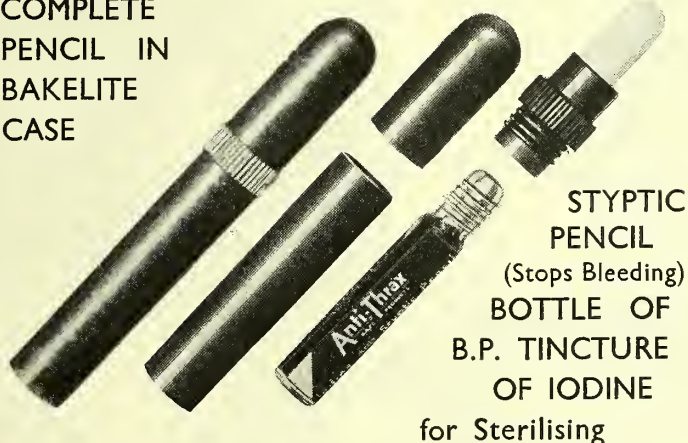
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which retails at **6^{d.}** complete. Trade Price 4/- Doz.

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PENCIL IN
BAKELITE
CASE

PACKED 1 DOZ.



STYPTIC
PENCIL
(Stops Bleeding)
BOTTLE OF
B.P. TINCTURE
OF IODINE
for Sterilising



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Refill Bottles of Iodine for either pencil retail at 3d. Trade 2/- Doz.

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Please complete and enclose with your next order to your WHOLESALER.

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Please send me ABSOLUTELY GRATIS a
No. 1 Anti-Thrax Iodine & Styptic Pencil

Wholesalers will [receive one Anti-Thrax Iodine & Styptic for every completed voucher they send] to
EDWARD HACK.

NAME & ADDRESS
OR STICKER.

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CARTONS FOR
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The unrivalled
modern service
of Robinson's of
Chesterfield will
meet your needs

ROBINSON & SONS LTD.

Manufacturers of High Class Cartons, Showcards & Display Outers.
WHEAT BRIDGE MILLS, CHESTERFIELD.

NEW PROFIT WINNER

Barley Water Ready for Use

At last a lemon and barley drink—pure and delicious as home-made barley water—Rayner's Lembar.

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- 1 An entirely new soft "health" drink, which at the same time fills a long-felt need—barley water ready-to-serve.
- 2 Pure as home-made—fine Messina Lemons, good Scotch barley, glucose and cane sugar for sweetening.
- 3 Always fresh, and keeps indefinitely before opening and for weeks after opening.
- 4 Caloric value and alkalinity excellent.
- 5 Endorsed by doctors and can be sold for nursing use with absolute confidence.
- 6 Economical—richness and strength make a little go a long way.

Lembar is a unique Sales-winner for the chemist—exactly suited to customers' needs. It retails in 2/- bottles, which make at least 1 gallon of barley water.

RAYNER'S

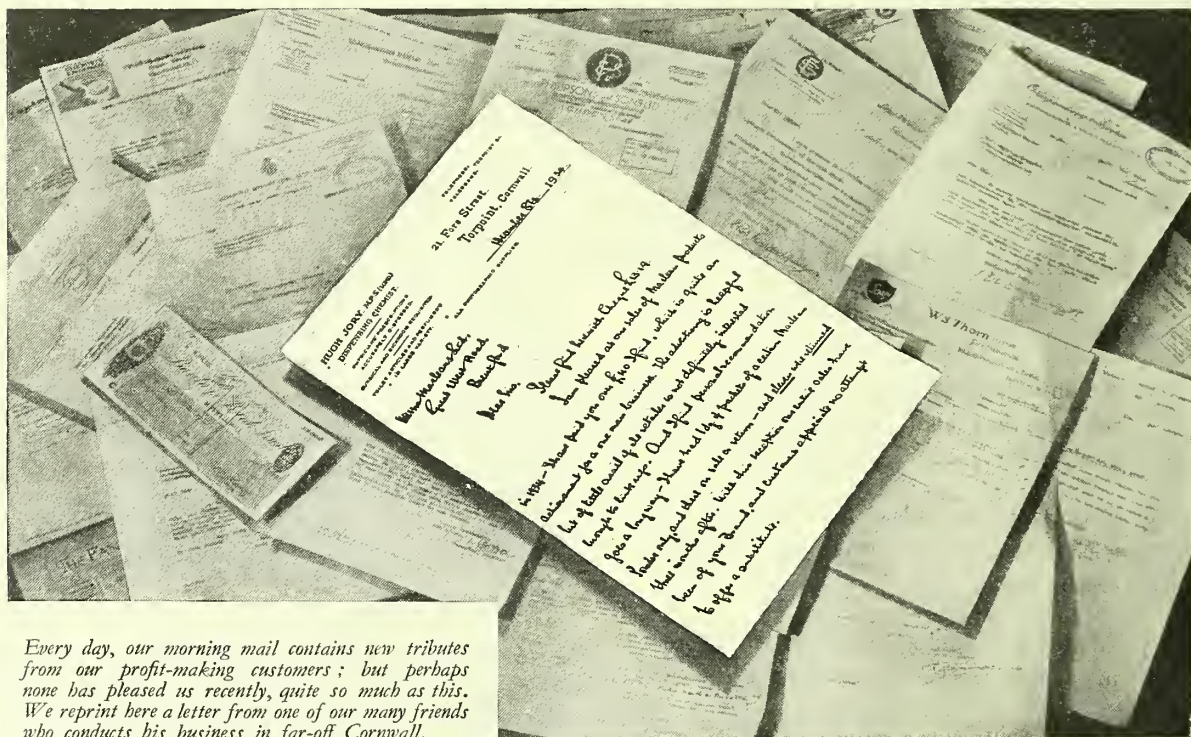
LEMBAR



● FREE TO CHEMISTS

A sample bottle of Lembar will be sent on receipt of a postcard. Also an attractive indestructible finish showcard is available, size 8½" × 15½". Write to Medical Dept. 'C.D,' Rayner & Co. Ltd., Edmonton, N.18

"I am pleased at our Sales of Maclean products"



Every day, our morning mail contains new tributes from our profit-making customers; but perhaps none has pleased us recently, quite so much as this. We reprint here a letter from one of our many friends who conducts his business in far-off Cornwall.

"I am pleased at our sales of Maclean products. I have paid you over £40 this year, I find, which is quite an achievement for a one-man business. The advertising is helpful but of little avail if the retailer is not definitely interested enough to link up. And I find personal recommendation goes a long way—I have had one dozen 1/- packets of a certain Maclean Powder only, and these on sale or return—and eleven were returned three months after. With this exception, **our entire sales have been of your brand** and customers appreciate no attempt to offer a substitute. **Clotabs have started well**—I sell more 3/- than 1/3, and shall hope to have steady sales all the season."

Please 'phone your urgent orders to
Ealing 6616.

"Wires, Macleans, Brentford."

MACLEANS LIMITED
Great West Road,
Brentford, Middlesex

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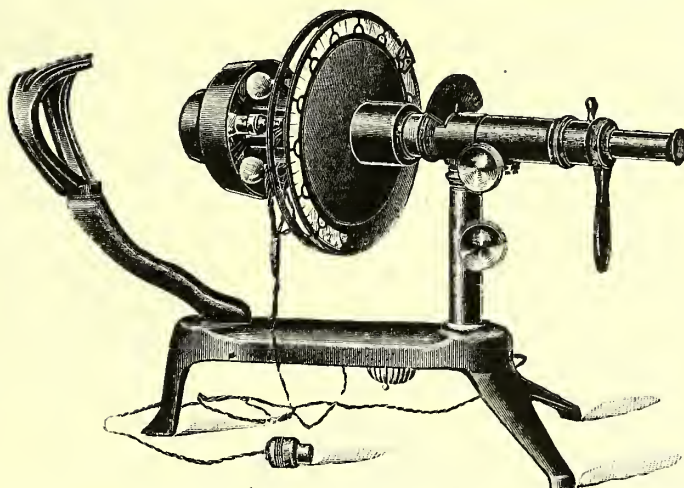
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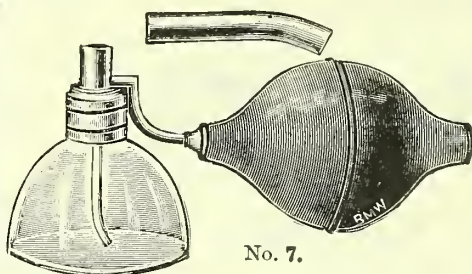
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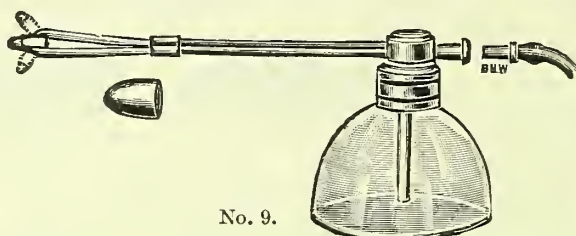
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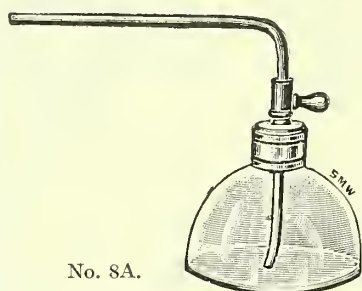
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our advertising

BY LILLIAN S. DODGE

President of

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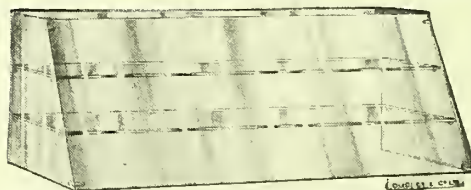
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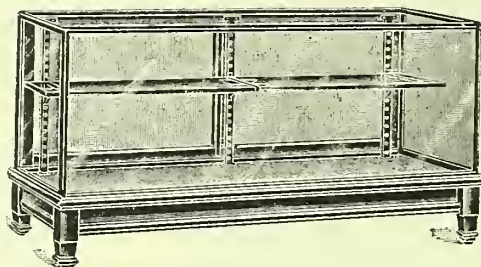
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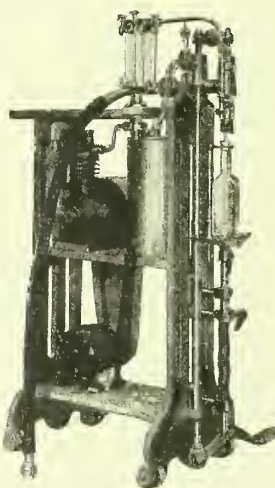
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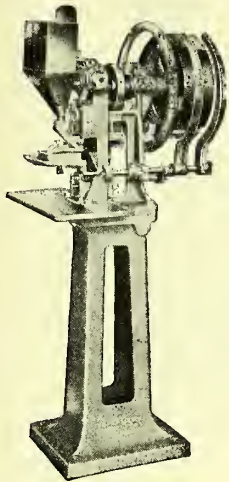
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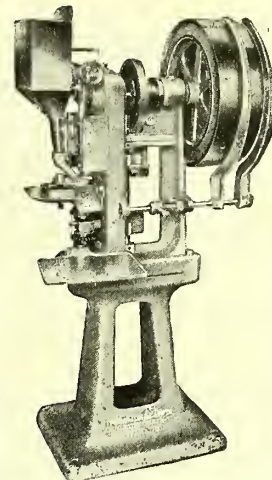
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MARCH 2,
1935

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- 8.—ESSEX (SUBURBAN).—Middle and working-class Business in growing district; returns 1934 £1,273; attractive double-fronted corner shop with three windows; stock and fixtures worth about £625; good living accommodation; price about £925 or valuation terms entertained; property may also be purchased.
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- 16.—YORKSHIRE.—Mixed Drug Store returning £2,000 per annum; convenient living accommodation; stock and fixtures worth about £650; rent £78 per annum; long lease; premises may be purchased if desired for £800; price of business to be arranged.
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- 18.—WARWICKSHIRE.—Main-road cash Retail Business; returns last year £2,217; accountant's figures; stock and fixtures worth about £950; living accommodation available; price £1,250 or valuation terms entertained.
- 19.—CORNISH COAST.—Good middle-class Retail Business; small Optical connection; returns 1933 £2,355; Optics £285; net rent £78; long lease; stock and fixtures worth £1,170; price £1,650.
- 20.—KENT.—Medium and good-class Dispensing and General Retail Business; returns 1934 £1,147, increasing; double-fronted main-road shop with flat over; rent £65 per annum; price £750.

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SOUTHERN-ON-SEA.—Chemist's Double-fronted Shop; good living accommodation; low rent; well stocked; takings £20 per week. Apply Station Estate Office, Opposite Prittlewell Station.

SOUTHPORT.—Attractive Pharmacy in busy main street; two large windows; Kodak and Ucal Agencies; N.H.I. scripts average 200 monthly; business done all on cash basis; scope for Optics; excellent opportunity for development if given keen personal attention; only small amount of capital required for ingoing. Apply Pharmacist, 67 Talbot Street, Southport.

SOUTH YORKSHIRE (near Doncaster).—Branch Pharmacy for sale; double-fronted shop on main road; well stocked; low rent; Kodak, Selo and Ucal Agencies; N.H.I. now 500 monthly; at present under manager; turnover could be greatly increased by personal supervision; good living accommodation attached. 70/4, Office of this Paper.

S.W.17.—IMMEDIATE disposal; fitted for Chemist; run lately as a Drug Store; plenty of scope; no near opposition; takings £880; stock and fixtures about £250; will accept £300 for quick sale. Apply 68/47, Office of this Paper.

CHEMISTS.—Liverpool-Southport line. Nicely Fitted Lock-up Shop; Family trade; accountants' figures available; moderate rental; ingoing plus stock at valuation. Apply Parkin S. Booth, Certified Accountant, 2 Bixteth Street, Liverpool.

CHEMIST'S Confectionery Factory; fully equipped power machinery for production of Medicated Boiled Goods; trade name, goodwill, formulas; moderate rental. Full particulars 62 High Road, Woodford Green.

FORCED SALE.—Exceptional Opportunity to acquire East London Business; returns £17 weekly under management; may be purchased for half value of fittings and shop front; stock to suit purchaser; excellent position in thickly populated district; scope to treble takings under personal supervision; £200 will be accepted, plus stock required at valuation less 5 per cent. Apply 62/2, Office of this Paper.

GOOD Business in S.W. London Suburb; well-fitted large shop with flat over; takings average £30 weekly; room available for Optics, etc., or for subletting; growing district and excellent prospects for up-to-date Chemist; would accept £450 plus s.a.v. for quick sale. Apply 69/10, Office of this Paper.

OPPORTUNITY to acquire sound Cash Business, London, N.W., next Surgery; no near opposition; N.H.L., Photographic; low rent, long lease; double-fronted shop, well fitted and stocked; returning £300 net, scope for considerable increase; mail-order side-line; price £550 all at; further particulars and reason for disposal to genuine enquirers. 69/14, Office of this Paper.

WELL-ESTABLISHED Chemist's Business for Sale in Lancashire coast town; takings last year £1,700; takings for first five months current year at rate of over £1,800; full Wine and Spirit Licence; rent and rates £100; lock-up shop; Kodak Agency; quick sale essential; will accept stock at valuation, approx. £300; fixtures and goodwill £400 or nearest offer. 67/2, Office of this Paper.

£200.—A **SPLENDID** Opportunity occurs for a Chemist with small capital to acquire a recently opened business, which the owner finds himself unable to attend to. The prospects are excellent and offer an exceptional chance to a young man with initiative. 67/5, Office of this Paper.

£175 **FOR** immediate Sale, much less than value stock and fixtures; sound opportunity for young Qualified; well fitted and stocked Drug Store; busy locality; several Doctors near; large Panel to be secured; single-fronted shop, good room at back suitable for Dispensary; living accommodation (present sublet); urgent private reasons for selling. "Aurant," 70/1, Office of this Paper.

£175 **SECURES** Goodwill, Lease and Fixtures of old-established Chemist's Business situated main road, near City; Kodak and Ucal Agencies; large panel; good Counter trade at good profits; long lease, low rent; fixtures alone worth more; stock at valuation, optional; genuine buyers only need apply; no agents. Particulars 68/24, Office of this Paper.

BUSINESSES WANTED.

ADVERTISER urgently wishes to get in touch with Chemist wishing to sell business doing £40 weekly, preferably south of Birmingham, Gloucestershire or Somerset for preference; living accommodation if possible; must bear every investigation; cash waiting for quick transaction. "Statim," 69/11, Office of this Paper.

GOOD-CLASS Chemist's Business wanted; returning about £2,000 per annum; cash waiting for genuine concern. Send fullest particulars in strict confidence to "Pharmacist," St. Neots, 6 West Park Drive, Roundhay, Leeds.

PPRIVATE Chemist wishes to purchase business in good position with turnover of £3,000 or upwards; London area or Southern Counties preferred; adequate capital ready; replies will be treated in strictest confidence. 67/16, Office of this Paper.

PREMISES TO LET.

SHOPS AT SOUTHEND-ON-SEA.—Excellent Opportunity; good Double-fronted Shops, with ample living accommodation; restricted to Chemist; ideal positions (one opposite station); growing neighbourhoods; no near competition; rent £2 2s., exclusive. Apply Station Estate Office, 114 East Street, Prittlewell (opposite Station).

WALTON STREET, S.W. (Knightsbridge end).—Fine Shop and Basement, with self-contained maisonette over; 5 rooms, bathroom, etc.; lease 8½ years; rent £130 p.a.; premium £250, or would be Let at £180 p.a. Sole Agents: Adams & Watts, 38 Sloane Street, S.W.1. SLO 6208/9.

AGENCIES.

BUYING Agents wanted for high-class Toilet Preparation retailing at popular price; very ready seller; numerous testimonials; line shows 30 per cent. profit; exclusive areas granted. 256/298, Office of this Paper.

SIDE LINE.—Travellers, having a well-established connection with Chemists, are required for new inexpensive appliance, retailed at 2s. and 2s. 6d. and protected by registration; is likely to be extremely popular; exclusive territory offered; minimum orders probably not less than 16s.; nominal salary only with 7½ per cent. commission; full particulars, please. 256/296, Office of this Paper.

THE IGLODINE CO., LTD., Newcastle-on-Tyne, are open to appoint a good reliable Agent in Wales for the sale of their product Iglodine and Specialities; best terms given.

PARTNERSHIPS.

GENTLEMAN (37), Unqualified, with 17 years' experience, seeks Partnership with Pharmacist; in country town; good Salesman, Dispenser and Prescriber; £500 (or more) capital available. S. F. Clark, Chemists' Valuer and Transfer Agent, 34 Marksbury Avenue, Richmond, Surrey.

SALE BY AUCTION.

Removed from Tottenham, Ealing, etc., for Sale Convenience.

NATIONAL PROVINCIAL BANK BUILDINGS,
2-5 LITTLE BRITAIN (close to G.P.O.), E.C.

Excellent well-made **CHEMISTS' SHOP FITTINGS**, Drug Runs, Wall Showcases, Glass-fronted Counters, Dispensing Screens, Senior and Junior Silent Salesmen, Pilaster and Counter Cases, a large assortment of Glass Shelves and Window Fittings, 2 National Cash Tills, 30 Mirrors, Scales, Chairs, Electric Fittings, etc.

B. NORMAN & SON

will Sell by Auction at their Sale Rooms as above, **WEDNESDAY NEXT at TWELVE**. View Day Prior. Catalogues of the Auctioneers, 5 Little Britain, E.C.1. Tel.: NAT. 6463 (2 lines).

TENDERS INVITED.

SEVERALLS MENTAL HOSPITAL, COLCHESTER.

THE COMMITTEE OF VISITORS invite TENDERS for the supply of **DRUGS AND DRESSINGS** for the **SIX MONTHS** ending **30th SEPTEMBER, 1935**—

For Form of Tender apply, enclosing stamped addressed envelope, to the Clerk of the Hospital, Severalls, Colchester.

Sealed tenders must be received **NOT LATER** than **16th MARCH, 1935**, addressed to The Committee of Visitors, Severalls Mental Hospital, Colchester.

The Committee do not bind themselves to accept the lowest or any tender.

NOTICE.

TO WHOM IT MAY CONCERN!! All accounts owing by Lloyd, Wilmore & Co., of Chester, will be paid by William Wilmore.

SITUATIONS OPEN.

RETAIL (HOME).

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BIRMINGHAM.—Assistant (20-30) required in March; must be thoroughly competent; permanency. Haywards (Birmingham), Ltd., 90 Aston Road North, Birmingham, 6.

CHELMSFORD.—Qualified Manager (male), outdoors, for branch in main street (age not over 35); must be quick and accurate Dispenser, experienced Counterman and good Window-dresser. Apply, stating age, height, experience, references, salary expected, photo if possible, to T. Bellamy, Pharmaceutical Chemist, 2 Tindal Square, Chelmsford.

CITY OF LONDON HOSPITAL FOR DISEASES OF THE HEART AND LUNGS, Victoria Park, E.2.—Applications are invited for the post of Chief Dispenser (Male). Candidates must have the major qualification of the Pharmaceutical Society; commencing salary £275 per annum (no meals); contributory pensions scheme in force; attendance required on week-days and one evening weekly. Apply by letter, stating age and enclosing copies of recent testimonials, to the Secretary on or before Monday, 11th March, 1935.

LANCASHIRE.—Competent Qualified Chemist-Optician (J.C.Q.O. preferred), married, Prescriber, Photographic Salesman, as Manager for medium-class business; living accommodation (rent, rates and light free); permanency energetic worker; give experience, references and wages (salary and commission) in first instance. 68/5, Office of this Paper.

LEICESTERSHIRE.—Qualified Assistant required for middle-class business (age about 30); single; good Counterman, Window-dresser and thoroughly reliable; state wages and full particulars; send photo if possible, not returnable. 68/49, Office of this Paper.

LONDON, E.C.—Manager wanted soon to take charge of old-established progressive business; some assistance; good Salesmanship and Prescribing essential; letters only, please, stating salary required. "R.", 379 St. John Street, E.C.1.

LONDON, W.—Qualified Relief Manager, salary £5; Unqualified Assistant, salary £3; in both cases recent good-class London experience essential; no returnable matter, please. 67/8, Office of this Paper.

LONDON, W.—Smart Gentlemanly Qualified Assistant required for high-class business; previous West End experience preferred. Full particulars of experience and salary required to 63/5, Office of this Paper.

LONDON, W.5.—Junior Unqualified Assistant required March 18, accustomed to good-class Dispensing business. State full particulars, age, height, experience and salary (outdoors) to W. A. Weston, 29 New Broadway, Ealing.

A.A.A.A.A.—LONDON, near; Qualified Assistant required, Male; please give particulars as to age, experience and salary required; also when free. 67/12, Office of this Paper.

ASSISTANT, Unqualified, with an Optical Qualification; single; to assist in both capacities; for a Midland country town. State age and salary required to 68/25, Office of this Paper.

CHEMIST, with recently opened Optical Department, requires Optician (J.C.Q.O.), with knowledge of Pharmacy essential; must be able to build Optical connection; established Pharmacy in good-class residential area (N.E. Yorks); state usual particulars, salary required; applications not answered in 10 days respectfully declined. P.C.B. 155/3, Office of this Paper.

M.P.S., EITHER Sex, required immediately; congenial post and easy hours; N. London; part time might suit; low commencing salary, but good prospects to the right person. Phone Clissold 3030.

PART-TIME Assistant, Qualified, married, and accustomed to good-class business; light evening duties; a 4-room flat. Apply Messrs. Amore & Co., 173 Sloane Street, S.W.

QUALIFIED Assistant (male) required for good-class Family Business; permanent position and good salary for right man; particulars of age, height and experience, etc.; applications unanswered in 7 days respectfully declined. Stonham & Son, 70 Bank Street, Maidstone.

QUALIFIED Lady wanted for permanent post in light Retail and N.H.I. business. Apply, stating age, salary required and photo if possible, to 70/6, Office of this Paper.

QUALIFIED Man wanted to manage small branch single-handed; moderate salary plus commission (on profits or increased turnover, as preferred); give full particulars and state when disengaged. Also Qualified Locum wanted for branches in Walsall and Birmingham; 3 or 4 months' engagement, June 3 onwards. H. E. Belsher, 186 High Street, Bloxwich, Staffs.

UNQUALIFIED Man for small Drug and Photographic Store; able to take charge; state salary and other particulars in first letter. R. G. Simmons, c/o General Post Office, Friar Street, Reading.

WANTED.—Assistant, Unqualified, with an Optical qualification, to assist in both capacities. Applications in own handwriting, stating age, experience and salary required, to be in not later than first post on Wednesday, March 6th, to Co-operative Society, Limited, 180 High Street, Scunthorpe, Lincolnshire, endorsed "Pharmacy."

WANTED for high-class Coventry Pharmacy, a quick and thoroughly reliable Dispenser; must be smart and pleasant Counterman; state salary required; copy references only. Apply 68/22, Office of this Paper.

WANTED, late March, Assistant (23-30), Unqualified, male, for quick Counter and Dispensing; outer Kent suburb; tactful Salesman, with Display experience; good references essential; progressive wage and permanency to suitable man; letters unanswered in four days respectfully declined. Apply 63/21, Office of this Paper.

PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 100 to 150 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

WANTED.—Qualified Assistant; energetic, honest and trustworthy; accurate Dispenser, expert Salesman, good Window-dresser, with up-to-date ideas; salary £3 10s. per week. Write, stating age, experience, when free, to "K.", 77 High Street, Camden Town, London, N.W.1.

WANTED, Qualified Gentleman (about 30 years of age) to share in two good middle-class Midland businesses; must be good Window-dresser and well up in Photographics; good opportunity for enterprising and energetic man with capital. 69/6, Office of this Paper.

WANTED.—Young Lady Assistant for Counter and Stock; state experience and wages required. Herbert's Drug Stores, 209 Vauxhall Bridge Road, S.W.1.

WHOLESALE.

YORKSHIRE.—Active Salesman wanted to represent old-established Manufacturing House in Yorkshire; young man with connection and some Retail experience preferred. Applications, which will be treated in confidence, should state definitely extent of territory at present worked, experience, age, remuneration required and give full details in first letter. Reply M/D., H. & T. Kirby & Co., Ltd., Manufacturing Chemists, Willesden Green, London, N.W.2.

KEEN Young Representative required for Advertised Proprietary Medicine; Chemist's trade experience not essential, but must be proved Salesman and able to drive car; commencing salary £5 weekly and all expenses paid; must reside in Bristol or Cardiff area. Write, stating age, whether married or single, and full details of business experience, to P.C.B. 154/14, Office of this Paper.

REPRESENTATIVE required for the Western and Northern Counties to call upon Doctors, Chemists, Hospitals, etc.; car owner essential; salary, commission and expenses paid; state age, experience and ground covered. 69/15, Office of this Paper.

REPRESENTATIVE, with experience and proved sales ability, required; must have connection with Doctors in Lancashire and Yorkshire or neighbouring counties; salary and commission; good prospects for a worker. Granville Wood & Co., Ltd., Oldham.

TABLET Maker and Sugar Coater required; Sugar Coating experience most essential. State wages required, experience, etc., in first letter, to 68/3, Office of this Paper.

TABLET Maker and Sugar Coater wanted for London Wholesale Druggists. 255/264, Office of this Paper.

WELL-KNOWN Proprietary House requires a live Salesman with connection among Retailers in the Midlands; own car an advantage. Write, giving full particulars of past experience, age and remuneration expected, to 256/299, Office of this Paper.

SITUATIONS WANTED.

RETAIL (HOME).

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A.A.A.A.A., SCOTLAND.—Junior, time expires mid-March, desires situation, Edinburgh or Glasgow, to study; tall, good appearance; through prelim. "H.", 22 Warwick Road, Ipswich.

A.A.—ASSISTANT or Locum; tall, senior, abstainer; well experienced all branches; London and country; Unqualified. "Mac", Wotton-under-Edge, Glos.

A.A.—ASSISTANT (22), Unqualified, requires situation; locum or permanency; excellent experience; disengaged. "K.", 47 Aldbourne Road, W.12.

A.A.—QUALIFIED, 30 years' experience Assistant and Manager, reliable, single, requires Branch. Keats, 56 North Street, Bridgton, near Cannock.

A.A.—YOUNG Lady, Qualified, 10 years' experience, 4½ as Manageress, seeks situation; good references; start immediately. 70/3, Office of this Paper.

A.—ACTIVE, Capable Assistant, Unqualified; 12 years' experience; Dispensing, Window-dressing, Counter; Ciné and Still Photography; resident in Midlands. 69/20, Office of this Paper.

A.—CAPABLE Assistant; energetic, tall; 30 years' experience in all capacities; 3½ years with late employer; permanency or locum; Statim. Haigh, 14 Calthorpe Street, Gray's Inn Road, W.C.1.

A CAPABLE Assistant, experienced Dispenser, seeks permanency and responsible position; moderate salary; London or Provincial; tall, energetic; excellent references. "Juniper," Collingwood House, Upper Westbourne Terrace, W.2.

A CAPABLE Assistant (28), Unqualified; 12 years' good all-round experience; West End, City, suburban; excellent Window-dresser, Salesman, Dispenser; good references; tall, smart appearance. 69/13, Office of this Paper.

A QUALIFIED M.P.S. (29), studying medicine, requires responsible part-time post; free every evening after 6 p.m.; would work late if required, also all day Saturday and Sunday if necessary; thoroughly experienced and highest references. "Chemist," c/o 307 The Broadway, Cricklewood, N.W.2.

A S Manager or Qualified Assistant (25); Scot; thorough experience as both; conscientious worker; free April 1st; North England or Scotland preferred. "Chemist," 87 King's Road, Harrogate.

A SSISTANT Manager (42), Unqualified; tall; active; experienced; abstainer; can travel; disengaged. Mack, 18 Aycliffe Road, W.12.

A SSISTANT, Unqualified, desires position; best all-round West End experience. "M.," 25 St Stephen's Road, Bayswater, W.2.

A SSISTANT, Unqualified; experienced Dispensing Counter, Photographics; part time or permanent, locum; disengaged. Write, C. G., 2A Yalding Road, Bermondsey, S.E.16.

A SSISTANT (24), Qualified, desires change; Family Dispensing business preferred; thoroughly experienced in Dispensing, Counter, Window-dressing, etc.; London experience. 68/37, Office of this Paper.

A SSISTANT (23); Scot; expert Window-dresser, Dispenser, Salesman, Photographic and D. & P.; excellent references; City or S.E. preferred; 3 years' London experience; personality. "Energy," 69 Maxted Road, Peckham, S.E.15.

A SSISTANT (25), Unqualified; West End and all-round experience; good Window-dresser; London. "C.," 44 Turneville Road, W.14.

B IRMINGHAM.—Unqualified (21, 6 ft.); smart Salesman; modern experience in all requirements; requires change, Retail, Wholesale. 68/35, Office of this Paper.

C HEMIST (47); single; Qualified in 1909; who is not in sympathy with modern developments of the chemist's business, particularly in regard to the sale of contraceptives and Sunday trading other than medicines and necessities; seeks Management where allowed liberty of action and where he would be backed up; otherwise Dispensing preferred. Harris, 226 Woodhouse Road, N. Finchley, N.12.

D ISPENSER, Lady (Hall), desires post, Doctor or Hospital; good experience; Book-keeping, Shorthand, Typing; London or near preferred. 69/16, Office of this Paper.

E VENINGS.—M.P.S., F.S.M.C. (49) seeks engagement in London; responsible post preferred. "J.," 252 Barry Road, S.E.22.

E XPERIENCED Lady Dispenser-Secretary (22) desires post in Hospital, Private Practice or Shop; Hall certificate; knowledge of Dressings; own typewriter; good references. Miss Rees, The Manse, St. John's, Jersey.

E XPERIENCED, Qualified, male, disengaged, seeks permanency; London preferred; first-class references. Chemist, 28 Horsenden Crescent, Greenford, Middlesex.

E XPERIENCED Saleswoman, Drugs, Toilet and Perfumery. "Advertiser," 12 Hillcrest Road, Acton Hill, London, W.3.

J. BOULTON, 25 Guildhall Street, Folkestone, recommends his late Apprentice, V. Hall, as a trustworthy Improver, and will furnish full particulars.

J UNIOR (20), 4 years' conscientious apprenticeship with Wholesale and Retail Chemist; efficient, diplomatic Salesman, Window Display, Dispensing, Photo Sales and D. & P.; Midlands preferred, not essential. Hanson, 3 Percy Street, Lincoln.

L ADY Assistant (age 30) seeks post in West End to gain further experience in Toilets; references; interview. 61/31, Office of this Paper.

L ADY Book-keeper desires post (South Coast preferred); assist Counter if required; excellent references. Wood, 115 Norton Way, Letchworth.

L ADY Dispenser-Book-keeper (Hall); 10 years' excellent experience; Counter, Photography, Typewriting; thoroughly reliable, capable, energetic; not afraid of work; fine references; desires change; Chemist, Doctor. 60 Hamilton Street, Cardiff.

L ADY Dispenser, Hall certificate, desires post with Doctor, Hospital or Chemist, temporary or permanent; 10 years' experience; excellent references. Neill, 21 Northover, Bromley, Kent.

L ADY Dispenser (23) (Hall) desires post; 3 years' experience with Doctors and Institutions; R.A.C. Driving Certificate, Book-keeping, Typing, etc. Harrison, 2 Porchester Square, W.2.

L ADY M.P.S. requires post, part time or locum; good general experience; free now. "Pharmacist," 5 Randolph Gardens, N.W.6.

L ADY (28), Unqualified; 12 years' good general experience; used to quick Counter trade, Stock-keeping, etc.; good Saleswoman; excellent references. "P.," 23 Redcliffe Gardens, Ilford, Essex.

L IVERPOOL.—Qualified (29) desires position where initiative and ability necessary; keen Buyer and Salesman. "Bimbo," 95 Salisbury Road, Liverpool, 15.

L OCUM, disengaged February 26; thoroughly competent; experienced; reliable; town or country; highest references. Chemicus, 56 Rudloe Road, Balham, S.W.12.

M.P.S., F.S.M.C., F.B.O.A., seeks position, Manager or Senior Assistant, in or near London; suburban, city and provincial experience; good Refractionist and Window-dresser; smart Salesman and Dispenser; excellent references and appearance; living accommodation if available, but not essential. 68/12, Office of this Paper.

M.P.S. (LONDON) seeks immediate employment; Retail or Wholesale; tall, married; excellent general experience (Prescriber, Dispenser, Salesman); well recommended; terms moderate. "Specs," P.C.B. 154/9, Office of this Paper.

M.P.S.—SOUND Practical Business Man, with all-round up-to-date experience, wishes to obtain responsible, permanent management where the utmost devotion to employer and business would meet with appreciation; at liberty. "M.P.S.," 22 The Moors, Pangbourne.

M.P.S. (29) desires position, locum or permanency; London and Provincial experience (Managerial); W. or S.W. Counties; free immediately. Truscott, Botreva, Long Rock, Cornwall.

M.P.S. (26), tall, Male, single; Dispensing, &c.; good references; now disengaged. Rooke, 49 Holland Road, W.14.

M.P.S. (35), tall, married, 10 years' Managing experience, seeks Managing, good class; experienced in Counter, Display, Photography; Bristol, London or Bournemouth; disengaged. "C.," 166 High Street, Merton, S.W.19.

P HARMACIST.—M.P.S. (60); Manager; active, obliging, reliable; full experience; best references; married. 55 Essex Avenue, Slough, Bucks.

Q UALIFIED Chemist (N. Ireland) seeks post as Manager or Assistant (25) in London or Province; good references. Apply 65/1, Office of this Paper.

Q UALIFIED Lady requires post in or near Middlesbrough; good all-round experience; excellent references. Apply 68/31, Office of this Paper.

Q UALIFIED Scot; all-round experience; registered National Pharmaceutical Union; locum; permanency preferred. McLellan, 52 Guilford Street, W.C.

Q UALIFIED Scot (26), 5 years London, seeks change; Manager or Assistant; London only. "F.," 8 Kingswood Avenue, N.W.6.

Q UALIFIED (23) requires change; excellent experience; London and Provinces; Lancashire or Yorkshire preferred; moderate salary; references. "Statim," 6 Primrose Terrace, Mytholmroyd, Yorks.

Q UALIFIED (23); tall, energetic; good Salesman, capable Dispenser; highest references. Edwards, Chemist, Midsomer Norton, Bath.

Q UALIFIED; 5 years own account; previously Managing; recent West End; reference; Assistant or Management; £4. "Salesman," 3 Durlston Road, E.5.

TAKE AN EVENING OFF.—Advertiser, Qualified, wide experience, well recommended, offers busy Pharmacist, Willesden, Wembley, Watford district, evening relief from 6 p.m., or occasional Saturday. Please state night required and terms offered to "Reliable," 66/1, Office of this Paper.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensue. Strict attention to this detail will be appreciated.

UNQUALIFIED Assistant, experienced, requires situation, locum or permanency; London or Provinces; disengaged. P.C.B. 155/4, Office of this Paper.

UNQUALIFIED Assistant, Lady, knowledge of Dispensing, wishes to gain more experience; will work for small salary; London preferred. 68/4, Office of this Paper.

UNQUALIFIED Retired Drug Store Proprietor will accept management with view to purchase if desired. Baldwin, 35 Manor Road, London, S.E.4.

UNQUALIFIED (married) desires post in North Devon; 18 years' experience in all branches; highest references. P.C.B. 154/19, Office of this Paper.

YOUNG Lady, recently Qualified Apothecaries' Hall, requires post; knowledge Book-keeping, Typing; can drive car. "T.", Melford, Apuldrum, Chichester.

YOUNG Lady (20) requires post; matric.; 4 years' apprenticeship high-class Dispensing, Counter, Window-dressing. Latham, The Pharmacy, Sheringham, Norfolk.

YOUNG Man (24), Unqualified; seeks post as Dispenser; quick and accurate; good experience; high-class private and N.H.I. 69/7, Office of this Paper.

YOUNG Qualified, 7 years' London medium-class, trustworthy, desires permanency; accessible from Ealing; locum considered; free immediately. "Antipyrin," 59/15, Office of this Paper.

Z.—**QUALIFIED** (25; 5 ft. 10 ins.), now Managing, desires change; good experience Dispensing, Counter, D. & P.; Window-dressing, Photographic and Buying; anywhere with prospects for hard worker. 1 Livingstone Street, Roundhay Road, Leeds, 7.

WHOLESALE.

ADVERTISER, with excellent Laboratory experience, desires re-engagement; fully acquainted with all kinds of plant and the Manufacture of Machine-made Capsules; knowledge of all Veterinary Preparations. 67/10, Office of this Paper.

ADVERTISER (33) desires position in Wholesale House, London or Midlands, as Checker or Stock-keeper; 17 years' experience; hard worker; good timekeeper; highest references; willing to take charge. 68/34, Office of this Paper.

AN Executive Appointment is sought by Advertiser with extensive experience in Marketing Nationally advertised Proprietary, Toilet and Medicinal Lines; thoroughly conversant with modern Selling Methods, Control of Sales Staff, Sales Promotion Schemes, etc., and personally known to important Wholesale and Multiple Buyers; invaluable service can be given to any firm desiring sales expansion; moderate commencing salary accepted provided good prospects. Write Box B. 924, Basil Butler Co., Quality Court, Chancery Lane, W.C.1.

CHEMIST; good experience in Pharmaceutical Manufacture; some representative experience; highest qualifications and credentials; organising ability; seeks progressive appointment. P.C.B. 154/20, Office of this Paper.

EXPERIENCED Traveller, sound connection Chemists, South Wales, Monmouthshire, Bristol, Bath, etc., desires to represent an established firm of repute. "B." 74 Connaught Road, Cardiff.

FOREMAN Stock-keeper (29); Patents, Sundries, Perfumery, Production Foreman; 30 girls; Salesman; 5 exhibitions; these or anything else; adaptable; excellent references. Streeck, 35 Gladstone Street, S.E.1.

M.P.S., **YOUNG**, seeks Wholesale or Manufacturing experience; anywhere; nominal salary only; good references. 69/2, Office of this Paper.

REPRESENTATIVE, resident in Edinburgh; first-class long-established connection Physicians, Institutions, Dentists, Chemists; specially successful Medical Propagandist. Sholto, 26 Shandwick Place, Edinburgh.

THIRTY Years' experience, Propaganda-Sales; car; last engagement 7 years, self-terminated; highest references, every investigation; Hants and West; firms of repute only. "Cinchona," 151 Colwyn Road, Northampton.

UNQUALIFIED Retail Assistant; 8 years' experience; Drugs, Patents; seeks Wholesale situation; Warehouseman or Assistant; early situation wanted; London. 68/10, Office of this Paper.

FOR SALE.

(Articles to the value of £5-£50.)

NATIONAL Cash Register going at sacrifice price; adds all sales and prints all details; in first-class condition; smart, modern finish. Write R. Baxter, 735 High Road, Leytonstone, E.11.

MISCELLANEOUS.

BIGGER MARGIN OF PROFIT.

SMALL Stock of Well-known Nationally-advertised Proprietary Brand of Powders, Scent and other Beauty Preparations for Sale. Write for particulars, M. Lawrance, Accountant, 12 St. John's Road, Richmond, Surrey.

CHEMISTS' Fittings in Mahogany, also stock-in-trade; Dispensing Screen, Glass-fronted Serving Counter, Drug Fittings, Nest of Drawers, Display Stands, Wall Cases, Counter and Dispensing Scales, Cash Till, Weighing Machine; all in good condition; suit beginner; may be inspected at any time by appointment. 69/19, Office of this Paper.

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